

CHEMIST & DRUGGIST

The newsweekly for pharmacy

August 11, 1984

a Benn publication

Who will be
C&D's 1984
Assistant of
the Year?

Heriot-Watt to
close: UGC's
final decision

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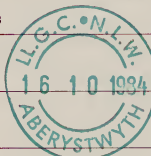
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COMMENT

Are your staff well trained? Do they bring credit to your business and are they popular with your

customers? Then they are just the people who should enter the 1984 C&D Chemist Assistant of the Year Competition (see p239 and entry form with this issue).

We have made changes to the previous format of the competition and with the co-operation of the NPA and new sponsors (May & Baker and Vichy UK) have sought in the entry requirements to encourage training participation. But all assistants have a chance to reach the final and to collect the top prize of £1,000 — directly through the entry form.

Experience of this competition over several years shows contestants need an extra push from their pharmacist to fill in the form (they are often too modest to put themselves forward). But the pharmacist

will know their value to the business, and the competition offers an opportunity to reward them in a special way.

And in case the pharmacist needs some encouragement too, we are offering the signatory of the title-winner's entry form a £250 holiday voucher. So please set the ball rolling now.

The University Grants Committee seems to be making efforts to drive the last nail into the coffin of the pharmacy department at Heriot-Watt. But what is written on the death certificate has a hollow ring.

It is argued that the proposed course with greater industrial bias (which has been approved by the Pharmaceutical Society) is not radical enough. With the Nuffield Inquiry looking into the future of the profession, and the Society itself having recently proposed major changes in undergraduate education, who are the UGC to decide at this stage whether a

course curriculum is suitable?

One could be forgiven for thinking that the UGC advisory panel on subjects allied to medicine, which has already re-examined its recommendation following pressure from the Society, might be indulging in a bit of academic backstabbing. The Society has made it clear that the recommended 10 per cent cut in student numbers has already been met within the university sector.

The academic standards of the school have been criticised and the level of research is said to be lower than other university schools, but these are problems that can be confronted. Even the Society was kept in the dark over the reasons for proposed closure initially: if the school is to close then the profession has a right to a much clearer explanation than that made public so far.

No more pharmacy at Heriot-Watt says UGC

The University Grants Committee has decided that Heriot-Watt school of pharmacy should close after the graduation of its 1985 intake.

The decision comes after an appeal by the school, and proposals to bias the course more towards industrial pharmacy. However, acting head of school, Dr Gordon Jefferson, who has been leading the campaign against closure, was told by the UGC that the proposals were not radical enough.

"We are desperately disappointed, but we feel we should fight on," Dr Jefferson told *C&D*. He explained that the university court and senate would have to be consulted before further action is taken. But he hopes to have talks with the Pharmaceutical Society, political and industrial supporters and hopefully with the UGC itself. "There will be a likely pause in action as Parliament is in recess and the University on vacation, but the action will probably start again in the

Autumn," Dr Jefferson explained.

At this month's Pharmaceutical Society Council meeting the education committee expressed regret at the decision and agreed to be associated with any further representations. It was expected that there would be considerable political activity in response to the UGC's decision.

The Pharmaceutical Society had written to the UGC to say that it had no objection to the university's most recently proposed course revisions, although formal approval would be subject to the normal Council procedures. After a subsequent UGC meeting, representatives of the university had met the UGC chairman on July 23, after discussion with the Society at which the Society's position had been reaffirmed. On July 26, the UGC re-affirmed its previous view that the 1985 entry to the department should be the last and that pharmacy teaching should be discontinued when the 1985 entry had graduated.

Doctors warned on industry dealings

Doctors may forfeit public confidence because of alleged corrupt dealings with the pharmaceutical industry. Professor Michael Rawlins warned in last week's *Lancet*. But his claims have been criticised by the British Medical Association and the Association of the British Pharmaceutical Industry.

Although he admits he has no firm data from opinion polls to substantiate his hypothesis Professor Rawlins, a member of the Committee on Safety of Medicines, bases his fears on comments from the public, the media, politicians and doctors in the industry. He believes that doctors' relationships with the industry have soured and that faults lie on both sides.

Professor Rawlins thinks doctors should stop accepting hospitality which forms part of drug promotion and pay for their own drink, food and Winter breaks.

Doctors are becoming so accustomed to sponsored events that it is difficult to attract them to meetings where they have to pay, he says. "This trend should be a

cause of major concern to us all, because of the potential for distorting postgraduate education away from the needs of patients and the health service and towards the requirements of industry."

Professor Rawlins does not advocate total disengagement from the industry as the only means to salvage the medical profession's honour. Indeed he argues that would be detrimental to all.

He says the ABPI's Code of Practice forms a good basis for regulating the industry's promotional activities. But certain features make the Code of Practice Committee's performance less than optimum. Complaints take too long to process, and he cites an example of one of his own which took six months to be dealt with, by which time it was too late to take really effective action. He also says that the Committee is over-represented by industry and should include some lay members. The Committee should also have more powers and adjudicate according to the "spirit" of the Code rather than according to the letter.

The greatest responsibility, however, lies with the medical profession, says Professor Rawlins. In their individual relationships with industry doctors should not be compromised nor seen to be so.

"Most doctors believe that they are quite untouched by the seductive ways of the industry's marketing men. The degree

to which the profession can practice such self-deceit is quite extraordinary."

Commenting on some of the claims an ABPI spokesman said complaints are normally dealt with within three months, "six months is the exception rather than the rule." The Code of Practice Committee also has powers to act within five days. Indeed where public safety is at risk the Department of Health can revoke a product licence overnight.

As for the composition of the Code of Practice Committee it would be impractical to include lay members because of the complexity of many of the complaints. The Committee includes mainly representatives from industry because it is designed as a self-regulatory body. But it has an independent chairman who is a QC and two members from the medical profession.

The ABPI spokesman also pointed out that Professor Rawlins had started from a "biased viewpoint" taking references such as "The Wrong Kind of Medicine?" by Charles Medawar, Arabella Melville and Colin Johnson's "Cured to Death" and an article by television journalist Tom Mangold — "Relationships between doctors and salesman are lurching out of control" — published in the *Listener* recently.

A spokesman for the BMA said that many of Professor Rawlins' complaints did not stand up to serious consideration. There is a joint committee between the ABPI and the BMA, and the Code of Practice to regulate promotions activities.

The Royal College of Physicians too is obviously concerned about dealings between doctors and the pharmaceutical industry as it recently set up a working party to look into the matter. Chaired by RCP president Sir Raymond Hoffenberg, it is expected to report in about two years.

Concern was also expressed in the Commons last week. Conservative MP Terry Dicks demanded a Government inquiry into allegations of illegal dealings between doctors and drug companies wishing to promote their products.

Premises up

The Pharmaceutical Society's Register of Premises recorded a net gain of 22 in July — the biggest rise so far this year.

In England 31 pharmacies opened up and 13 closed down; in London five opened and two closed, while in Wales three opened and one closed. However, in Scotland there were four closures compared with only three openings. The changes bring the total number of pharmacies to 10,981.

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DHSS push new generics charts

The Department of Health is sending new drug costs comparison charts to doctors in an attempt to encourage them to prescribe generically.

The first charts cover antidepressants and oral antibacterial drugs, and Mr John Patten, Parliamentary Secretary for Health, believes they could lead to savings of over £9m on the drugs bill. Cost comparison charts have been issued for some years but this is the first time prescribers have been given so much concentrated information at once.

Mr Patten said on Tuesday that doctors were sometimes unaware of the great cost difference between drugs that were prescribed for the same purpose. Oral antibacterials and antidepressants cost the NHS in England about £122m in 1982. The first 12 cost comparison charts, being sent to prescribers in England as part of a series covering the main therapeutic areas, shows a wide cost variation. For example, a course of treatment with tetracyclines ranges from 16p for a generic drug (oxytetracycline tablets 250mg) up to £5.16 (Mincinon 50mg) and the cost of a month's supply of "broadly similar" antidepressants ranges from 44p for imipramine 25mg to £16.65 for the most expensive product (Molipaxin 50mg).

Mr Patten said that if generics were prescribed whenever possible, costs could be reduced by 8 per cent to £112.5m at current prices, a saving of more than £9m. "These savings could then be used to improve patient care in other parts of the health service," he added.

He acknowledged that different drugs had different advantages and disadvantages and that there might be times when the generic drug was not the best for a particular patient. "But when there are no special circumstances and there is a choice, I hope that the doctor will want to prescribe the cheaper drug."

A spokesman for the Association of the British Pharmaceutical Industry told C&D that by encouraging generic prescribing the Government was disregarding the overall economic benefits of having flourishing research-based companies that produced branded drugs. Few generics were exported and advances in treatment would come from the research-based companies; to diminish their efforts would not result in better total health care although it might, on paper, appear to cut drug costs which had remained constant at about 10 per cent of the NHS bill.

Wanted: the Assistant of the Year

The search is on for the 1984 Chemist & Druggist Assistant of the Year. A top prize of £1,000 awaits the winner, with £500 for the runner-up and £250 for the contestant placed third. The pharmacist counter-signing the winner's entry form will receive a holiday voucher worth £250.

This year the emphasis is very much on training — a factor which has brought the National Pharmaceutical Association into even closer involvement with the Competition. And we have two new sponsors, May & Baker Ltd and Vichy (UK) Ltd, both of whom are well known for their support of community pharmacy and the training concept.

Enclosed with this week's C&D is a two-part entry form and a reply-paid envelope for its return. Contestants who have undertaken any NPA-approved training during the past year can go straight to section two of the form where we hope they will find the illustrations offer a stimulating and worthwhile challenge. They also have direct access to places in the Grand Final reserved specially for those who have earned the NPA training certificate, taken part in courses organised by local NPA training groups, or engaged in NPA or company-organised courses.

But all chemist assistants have an opportunity to reach the final by first completing section one of the entry form. Here the questions are designed to show that the contestant has either received good informal training or has maintained expertise gained on earlier courses. All

entries will be judged in conjunction with NPA training officer. Naturally, we are looking for factually correct answers, but the judges will also be impressed by any initiative and individualism demonstrated in replies to section two questions.

The finalists will be invited to meet the judges "face to face" at the Sheraton Skyline Hotel, Heathrow Airport, on November 29. Here a panel led by the NPA chairman, Mr Leslie Calvert, will ask them to demonstrate their expertise in a practical environment as well as answer further oral questions — and of course show off their "customer appeal." If this sounds daunting, we can only report that finalists in all our previous competitions have said how enjoyable they found the whole day, especially the chance to meet assistants from other parts of the country and to swap notes and "horror stories." Winning that £1,000? It's just the icing on the cake, they say!

But to accumulate you must first speculate — and that's made easy this year with what we hope assistants will find a thought-provoking series of questions. A reply-paid envelope is provided so there is no cost to the contestant. Additional forms can be obtained from C&D's Tonbridge office or shortly from Vichy and May & Baker representatives. But don't forget — the closing date is September 30.

We are indebted to Numark for the merchandising test illustration.

£1,000 REWARD



P. J. Dean

"We won't get any help out of them for a while!"

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DHSS medical watchdogs report in

The number of adverse reactions reported under the yellow card scheme by doctors was up 16.7 per cent in 1983 to 12,689, the Committee on Safety of Medicines says in its annual report.

There was a high level of public interest in the CSM's work on drug safety, the report notes. Among drugs considered were Zomax (withdrawn by manufacturers, licensing still under consideration), Osmosin (product licence surrendered January 1984), Zelmid (withdrawn by manufacturer September 1983 and product licence surrendered), and Flosint (product licence suspended December 1983).

During the year 75 product licences and seven clinical trials certificates were granted. However 115 applications (69.7 per cent) were provisionally refused — a reflection of a number of poorly presented applications, says the CSM.

The CSM has advised the Licensing Authority that from January 1985 all PL applications for new chemical entities or novel formulations likely to be used in the elderly should include clinical studies in elderly patients.

The Medicines Commission says in its report that it has maintained a close interest in parallel importing. Although there had been a successful prosecution of a pharmacist for selling an unlicensed product the Commission felt that enforcement action by the Department had been peripheral to the main thrust of activity in relation to parallel importing. The new legislation should reduce the potential danger these products pose.

The Commission is advising that a national system of unique marking of all solid dose forms should be considered with a view to its introduction, initially, on a voluntary basis.

The number of licences subject to review by the Committee on the Review of Medicines was estimated to be 11,000 at the end of 1983. This is a reduction of some 1,500 in the number of unreviewed licences from 1982. There are also some 6,000 homeopathic products which are at present excluded from review.

Some 1,150 applications for renewed licences were made for licences expiring in 1983 — 950 lapsed. Some 2,400 products are on notice for programmed review this year, and 200 are on notice for review for other reasons, the report says.



Pharmacist Andrew Taylor (left), winner of the Scottish regional final of the Numark national golf tournament for the Rennie trophy, is presented with his cup by Dundee FC captain Paul Hegarty. Andrew, who works for R. MacDonald of Paisley Road, Renfrew, will be joining runner-up James Connell for the finals at Wentworth in September

CSM warns on toothy problem

A warning that the formaldehyde in Macleans sensitive teeth formula toothpaste can cause adverse reactions is published in the latest *Current Problems* issued by the Committee on Safety of Medicines.

Over 100 reports have been received by the Committee, which points out that in allergic or sensitive individuals there may be a burning sensation, followed by redness and thickening of the mucosa, and in some, ulceration and sloughing. The condition is completely reversible on discontinuing use of the toothpaste.

The Committee expects a warning to be added to the product's packaging.

Act passed

The Health and Social Security Act 1984 (HMSO £5.10) received the Royal Assent on July 26.

Among its provisions, the Act enables the Government to compel contractors to return overpayments made to them for NHS dispensing. It makes family practitioner committees employing authorities in their own right, directly responsible to the Secretary of State for the provision family practitioner services, and another section allows non-opticians to sell spectacles following sight tests by qualified practitioners.

Vitamin A Order brings changes

Roche and Wallace Manufacturing Chemists have made changes to products they manufacture containing vitamin A following the Medicines Amendment Order to limit the daily dose which became effective last month. (C&D, June 23).

Ro-a-vit tablets from Roche are now a Prescription Only Medicine. The company have written to pharmacists about the change. The preparation is to be repackaged in Roche's dispensing packs towards the end of the year. A lower strength presentation may be introduced at some stage, says the company.

Wallace Manufacturing Chemists have modified dosage instructions for their Concavit preparations. The recommended doses for adults and children are now as follows: *Capsules* one daily; *drops* 0.5ml daily, and *syrup* 5ml daily.

Vitalia too have modified dosage of their vitamin A tablets 5,000 units to one daily. However, pharmacists will only see new packs with the modified instructions as stock has not appeared on-shelf as yet, says Vitalia.

Loosening up

The Institute of Chartered Accountants has joined the Law Society in loosening advertising restrictions on its members.

The new guidelines have the effect of permitting individual accountants and practices to advertise their services in the national Press and on radio and television for the first time.

At the moment only "tombstone" style advertisements in local papers are permitted. The new guidelines come into effect on October 1. Mention of specific fees, advertisements "in bad taste", direct mail and cold-calling remain prohibited.

Generics List

The amendments to the Drug Tariff pricings and listings issued by the Pharmaceutical Services Negotiating Committee for July are on p13 of this week's cumulative Price Supplement.

■ C&D's last clinical pharmacy feature (June 30) listed the active ingredient of Normacol as isphagula. The active ingredient is of course *sterculia*.

By Xrayser

Masked man in shotgun raid

A masked gunman locked a 71 year old pharmacist and his 60-year-old woman assistant in a store cupboard last week, after stealing thousands of pounds of drugs.

Mr Lionel Toomer said the man, aged between 25 and 30, and wearing rubber gloves, walked into the shop in Worplesdon, Surrey, presented a long shopping list of drugs and then pulled a sawn-off shotgun out of his duffle bag.

"I realised he meant business but until then I thought he was a very nice sort of chap", said Mr Toomer.

The gunman "cleaned out" the drug cabinet taking all the Controlled Drugs including amphetamine tablets and injectable fluids, before imprisoning Mr Toomer and his assistant, Mrs Marie Pearce.

"It took us about ten minutes to bash the door down", said Mr Toomer.

Wellcome changes

Wellcome are modifying the childproof and tamper resistant closures on Calpol following complaints.

Over the last few weeks the company has introduced the more conventional Clic Loc closure on both the Calpol variants. Some of the new stock is now reaching the shelf. Wellcome plan to introduce the closure of all OTC liquid medicines in the course of the year.

Keith Sharpe, consumer products manager, says: "We introduced the CRC last November with Six Plus. When introduced it was completely new and gave us tamper-proofing as well as child resistance. We have had a number of complaints since then."

■ In May, chemists and appliance suppliers in Northern Ireland dispensed 1,172,013 prescriptions (722,504 forms) at a gross cost of £5,534,090.42 with an average cost of £4.72 each.

■ Dr Philip Abrahamson, of 94 Rodney Court, Maida Vale, London W9 has been prohibited from prescribing, administering and supplying, and from authorising the administration and supply of any Controlled Drug within the meaning of the Misuse of Drugs Act 1971.

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Problems

The woman stood patiently at the counter waiting to see the pharmacist. Me. We were busy, with so many demands on my attention that I found it hard to cover the ground. The phone would ring the moment I stepped out of the dispensary. Scripts to be checked, a rep standing expectant, though wilting, no doubt wondering if he ought to wait any longer, while a gaggle of light-fingered schoolgirls hovered giggling around my cosmetic stands, up to no good. In the end I was able to give my undivided attention, and found the lady wanted some of those new antihistamines "which don't make you drowsy", because she was driving.

Nothing gave me more pleasure initially than to sell Triludan, which I put out at £1.50 for ten, with instructions. Well, I packed ten into a carton and handed them across the counter, to be told, testily, that I had made a mistake, "These are wrong, the ones I got from my chemist are oblong." I'm careful in my work, but when questioned like this know a momentary sinking of my heart, which departs when I pick up the original container and demonstrate to the customer that what I have given is correct. What worries me is the thought that either she received a differently tableted import pack . . . or . . . Tenuate Dospan?

With the identical carton design adopted for all their products by Merrell, and because both items start with "T", and are stored next to each other in many pharmacies, a simple picking error can occur, a fact made worse by the virtually identical blue foil sheets of tablets. I moved the Tenuate to a secondary site today because of this, but think it is time we made the strongest possible protest at the danger and stupidity of any company marketing a variety of potent medicines in identical packs. Even elementary research has shown that identification of products is by visual impact, appearance, and not primarily by reading of print. Look in any library or on any shelf in a shop and see how competitive manufacturers seek to differentiate their products by a distinctive pack.

As a temporary emergency modification may I suggest a thin elephant be overprinted on the Tenuate carton and yellow or purple spots on the Triludan? Or a wide open eye, since the feedback I am getting from customers is that it doesn't make them sleepy, but for about a third of them has no other effect either — ie it didn't work. Regrettably it looks as though we are back to Piriton, no booze, and driving with the window open.

Manipulation

I must be getting old. I am less than thrilled to find there is to be a new product, marketed by Farley which they tell us is designed not to appeal to the compressed powder group, who tend to be slightly older, female and in the A, B or C1 social groups.

I'm trying to decide for whom the product IS intended. By a process of deduction it must be the loose powder, males, of the slightly younger, D, E and F social groups. Oh, they have to have a sore throat since the new product from the marketing boys is called Dequacaine.

Asking for more

I suppose we should rejoice that Boots, sorry, Crookes, have finally decided to up the basic margin on Nurofen to 30 per cent on return. Yes I'm glad, but feel they took their time about reversing a price policy which they must have known was wrong in the first place, and which did them a great deal of damage so far as the product itself was concerned. In the meantime Cupal have established their ibuprofen with a bigger pack at better value to our customers, and a better margin to boot, if you take the point?

House dust might

Some months ago a young sailor came into the shop . . . no, this is not the beginning of a naughty story . . . accompanied by his mother. Script for Ventolin tabs, and inhaler, and Intal caps. As I was giving it out I asked how long he had had asthma? The answer was interesting, in that it had only begun 18 months ago when he joined the Navy, but far more revealing, it only occurred when he came home on leave, and then with frightening severity.

Because these people were old customers, I made a suggestion and as a result obtained a pack of Tymasil, which they thought worth paying for. Two weeks ago the young man bounced into the shop with a grin of pure pleasure, gave me a thumbs up sign and said "You were right, we've treated the beds and my asthma just didn't happen again." The house dust mite is no mean oppressor but a potent if often overlooked allergen. Tymasil works by destroying the fungus which renders sloughed human skin into a digestible food on which the house dust mite lives. Clever. I predict if properly appreciated, it may be of dramatic benefit to many people now it is available on FP 10.

Approval for draft on rational location

A document on rational location of pharmacies has been agreed by the major pharmacy organisations concerned with community practice in England and Wales.

Subject to more statistical information being provided by the Pharmaceutical Services Negotiating Committee, a final draft has been approved by the Society, the PSNC, the National Pharmaceutical Association, the Rural Pharmacists Association, the Company Chemists Association and the Co-operative Pharmacy Technical Panel.

The Society's Council heard at this month's meeting that the document recognises that legislation to bring about planned distribution is unlikely to be introduced and sets out a system of incentives and disincentives to encourage a better distribution of pharmacies. An earlier draft of the document was published earlier this year as an annex to the PSNC's new contract proposals (*C&D*, April 21, p764).

The final document is to be submitted to the Minister for Health, with a request for a meeting to discuss the matter, and will subsequently be published.

Pharmacists to price scripts? The Society is to make a number of comments to the Department of Health on the report on family practitioner services and computers drawn up by Arthur Anderson & Co.

The Society will urge the Department to establish a working party, consisting of members of the contracting professions and FPC administrators, to ensure that compatible computer systems are developed and maximum benefits obtained. The Society will try to advance its earlier arguments that computer equipment used by general medical practitioners and pharmacists should be compatible, to allow mutual access to a common medication record.

The Society will welcome the reference to a medication card which could ultimately be programmed to allow for repeat prescriptions without the need for a visit to the surgery on each occasion. Another suggestion is that community pharmacists could capture data for transmission to the Prescription Pricing Authority and also price prescriptions, the invoices for which would be submitted to the Department, which would carry out spot checks for accuracy.

The Society will welcome proposals

which should speed up the transfer of medical records when patients move between FPC areas and will inform the Department of its assumption that pharmacists are included in references in the document to "practitioners" and "the professions."

Survey of pharmacies with butchers.

The Society is to carry out a survey of pharmacies associated with businesses such as grocery or butchery.

The Ethics Committee had considered complaints about a pharmacy which had a butchery department and offered through window posters, free pork sausages as an inducement to purchase.

The Committee considered three aspects — the safety of the public, the use of inducements and whether or not the profession was brought into disrepute. The Committee agreed that the first two aspects were satisfied, since there was no evidence of risk to the public and the inducements had been withdrawn voluntarily.

The Committee noted that there was an increasing number of pharmacies associated with grocery or butchery businesses, although the overall number of such businesses was not known. Council agreed that the superintendent pharmacist of the company should be informed that the Committee was looking at the general principles involved and that no action would be taken against the company at this stage, provided that no staff handling raw meat were working in the pharmacy.

Technician's courses. The Council would like to see common validation arrangements for all the current pharmacy technician courses, to facilitate career development and movement between aspects of pharmacy. It was hoped that discussions between the various bodies concerned would lead to an inclusion of the Boots/National Pharmaceutical Association correspondence course within the Business and Technician Education Council validation procedures.

RDC decisions. The Rural Dispensing Committee's chairman, Sir Alan Marre, has replied to the Society's letter expressing concern at the confidentiality of RDC proceedings and asking for more detailed reasons to be published for the decisions taken. He said the Committee did not think it would be possible or helpful to explain in more detail what factors entered into their final assessment. But they were considering submitting annual reports to the Secretaries of State in

which they would give general pointers to factors which had influenced their thinking. It was hoped that the Secretaries would make this information available to the professions and FPCs.

CD security. The Society is to ask the Department of Health about the time scale of expected progress in response to the report of the Advisory Council on the Misuse of Drugs advocating more flexibility on Controlled Drug security. **Pharmacist on NHS Board.** The Council is to seek a meeting with the Department of Health with a view to obtaining pharmaceutical representation on the NHS Management Board, set up as a result of the Griffiths Inquiry. A multidisciplinary management group with responsibility for the NHS management programme had now been appointed, as a forerunner to the Board, with no pharmacist member. **Drug misuse.** The Society is to seek involvement by pharmacists in any committees set up by health authorities to consider the treatment and rehabilitation of drug misusers.

Label trials. The Society is to contact dispensing label manufacturers with a view to establishing trials of permanent labels on computer systems and typewriters. Consideration will then be given the possibility of recommending permanent labels in preference to "peelable" labels.

CRC display cards. The PSNC is to be asked to make available additional child resistant container display cards for pharmacists who may have mislaid the cards provided when the CRC scheme was introduced.

Community member on hospital group. Council has agreed that in future the Society's officers should consider appointing a community pharmacist member of Council to the Hospital Pharmacists Group Committee.

Officers' role. The Society is to seek official encouragement for the co-ordinating role of pharmaceutical officers. A document on the role of officers in co-ordinating community and hospital services it to be discussed at the next annual meeting with regional pharmaceutical officers and representatives of the Department of Health.

Pesticides Bill. The Ministry of Agriculture is to be asked for an assurance that the Society will be represented in discussions prior to the publication of a proposed Bill to control the supply and use of pesticides.

Zeranol in animals. The Council is to take no action on a proposed draft European Community Directive which would prohibit the use of zeranol for fattening farm animals.



Scoundrel goes on UK test

Revlon are at last launching Scoundrel — but only into a test market in London and the South East of England. The success of the test market will determine whether the fragrance is to be launched into Europe.

Timed to coincide with the pre-Christmas buying spree, Scoundrel will be supported by advertising in the London and South East England television areas, running November 19-December 21, and

by a women's Press campaign.

Actress Joan Collins will promote the fragrance — she already does so in the States. The fruity/floral fragrance is aimed at the premium end of the female fragrance market.

The basic range comprises concentrated eau de cologne spray (30ml, £8.95; 50ml, £12.50), pour (60ml, £10.95), perfume (15ml, £9.95), pour (7ml, £25), touch tip perfume (10ml, £8.95) and body silk (60ml, £7.50). Packaging is dusky peach/deep crimson.

Introductory offers will be available through stores with Revlon consultants. *Revlon International Corporation, 86 Brook Street, London W1*

Noratex in 40g

H.N. Norton & Co have introduced a 40g pack of Noratex cream (£0.31 trade). Distributor: *Farillon Ltd, Bryant Avenue, Romford, Essex RM3 0PJ.*

Linctus lozenges go national

Victory V cough linctus lozenges (£0.24) are now available nationally in a stick pack following the test marketing in Scotland of a flip-top pack.

Together with Hacks, Victory V account for sales of £6m a year in the £42m medicated sweets market, claim makers Barker & Dobson.

The lozenge is expected to further increase the size of the total market following a volume increase of 10 per cent last Winter.

As well as being a convenient solid form of linctus the GSL lozenges contain ammonium chloride 0.25 per cent as an expectorant to relieve coughs, colds and chesty catarrh, says the company.

New POS material includes display cards and merchandising units. *Barker & Dobson Ltd, Everton, Liverpool L6 5DF.*

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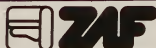
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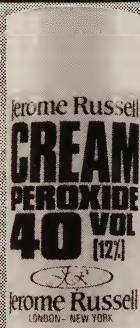
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Health foods; more sales in non-specialists

Sales through specialist health food shops are expected to reach £360 million by 1990, according to a report from the Euromonitor research group.

But more growth will come in sales through other outlets such as pharmacies and supermarkets, with the total market amounting to £880m at rrp by 1990. Last year health food shops accounted for just over half (£126m) of the total sales of healthfoods (£250m). This year total sales are expected to reach £310m, with sales through health food shops amounting to £145m.

The report estimates that there are now about 1,400 specialist health food stores in the UK. About 70 per cent of their total revenue comes from foods such as cereals, fruit, nuts and pulses, but the largest overall market is that of dietary supplements which was worth £25m through these outlets in 1983. Alternative medicines accounted for a further £7m. Euromonitor estimates total market sizes of £45m for dietary supplements, £15m for alternative medicines and £20m for natural cosmetics.

Independent retailers are likely to be hit by Boots and supermarkets, the report predicts, "although the real entrepreneur will continue to prosper by offering to the committed consumer of health foods the latest and most innovative products, a wider choice than is available in supermarkets, detailed knowledge of the subject and face-to-face contact with the consumer."

The relative position of the independent manufacturer will also decline, Euromonitor continues. Successful selling in supermarkets and Boots requires more expensive methods of marketing and distribution than those employed by most health food manufacturers, many of which still reflect the market's cottage industry origins, "quaint and charming in their way but ill-suited to the need of a vibrant market sector in the second half of the 1980s."

Increasingly severe Regulations apply to any product claiming a therapeutic benefit and Euromonitor believes that the cost of complying with these Regulations will deter many smaller manufacturers from competing with the larger concerns.

Booker Health Products are thought likely to continue to dominate the market



Philip Martel, MPS, has been lapping up the Olympic spirit in Los Angeles — as winner of the Vestric/Gillette "Going for gold" competition. Presenting Mr and Mrs Martell with their prize is Tim Simmonds of Gillette

at all levels of the trade, at least in the short term, although Boots are expected to emerge as the other major manufacturer and distributor. "Specialist Healthfoods in the UK 1984" (£160), Euromonitor Publications, 87 Turnmill Street, London EC1M 5QU.

Lemsip £1m TV campaign

A £1m television advertising campaign, seasonal bonus and trade prize draw spearheads Lemsip's Winter push celebrating "ten years as brand leader."

The laughing policeman commercial will be repeated, backed-up by perimeter poster advertising at major football grounds.

"Standing the test of time" is the key message and pharmacists have the chance to win money prizes of £20 or £100 in a Lucky Minute draw. This runs for ten weeks from October 13.

For staff there is the chance to win 50 Seiko ladies watches in their own competition. Closing date for entries is October 15. *Reckitt and Colman Products Ltd, Dansom Lane, Hull HU8 7DS.*

Kleenex softer

Product and packaging improvements have been introduced for Kleenex Boutique cotton wool pads.

The pads are softer, say Kimberly-Clark, while the drawstring bag has been made larger to reduce the risk of the pads becoming compressed. The packs, flashed "Now even softer," will be available from the end of August.

The improvements are designed to strengthen brand leadership of the £7m market, says the company. "Currently Kleenex Boutique has a 51 per cent share of the branded sector — twice that of its nearest competitor." *Kimberly-Clark Ltd, Larkfield, nr Maidstone, Kent.*

Re-vamped Shield

Shield soap is being relaunched with a new "look" and an ivory variant replaces pink Shield. A £2m support package is to include a national television campaign and a 10 million door-to-door leaflet drop.

Makers, Lever Brothers say, they have "made improvements to every element of the brand." These include a new perfume which retains the deodorant properties of the soap, a new shape and improved marbling as well as a new wrapper.

The two variants are to be sold in 142g (5oz) and 184g (6.5oz) sizes. For the launch period the soap will be available in single and four packs.

As part of the relaunch trade prices are to be held until September 21. New list prices will apply to orders booked from September 24, say *Lever Brothers Ltd, Port Sunlight, Birkenhead, Merseyside L62 4XN.*

Price freeze

Numark's new Price Freezers, which will become operative from September 3 until the end of the year are Snugglers toddler, Fresh & Dry AP, Alberto VOS styling mousse, SR toothpaste, Nivea talc and Bic disposable razors.

Prices will be held during the four-month period and each product will be supported by shelf and stack cards, and a corporate window poster. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU.*

Cheeky Colour

Ashton Brothers are introducing coloured terry nappies. They are to be launched at the Child and Nursery Fair at Olympia, in October, and will probably be on-shelf by the end of the year, says the company.

The lemon, pink and blue nappies will be available in packs of three initially, retailing at around £5-£6. *Ashton Brothers & Co Ltd, Carrfield Mills, Hyde, Cheshire.*

J. Waterhouse of Shepley Industrial Estate, Audenshaw, Manchester will be closed for Summer holidays from mid-day Friday, August 17 until 8am on Tuesday, August 28. The London head office (01-253 0571) will remain open for business.

Chemist & Druggist 11 August 1984

CHEMIST & DRUGGIST

price service

**THE START FRESH
STAY FRESH
SOAP**

CIDAL
skin care soap

Trade prices are per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate price is subject to retail price maintenance. Italic figure (0.14) is manufacturers recommended price. Light upright (0.14) is a suggested guide. a = price advanced. r = price reduced. • = new entry. d = delete. c = correction. i = insert. **Three simple rules for rapid price checking. 1. Look under 'This Week's changes'. If price is not listed. 2. Check cumulative section. If the price is not listed. 3. Refer to the last main price list. Price is latest notified.**

Cumulative Amendments to August Price List.

	PIP code	Trade	VAT	Retail inc. VAT		PIP code	Trade	VAT	Retail inc. VAT
ACETOMENAPHTHONE delete Anorvit						tube 65ml	007-740	2.06	S 3.55
ACTION 2 (Dentene of Bury) double headed toothbrush	037-499	...	S	1.99	i	moisture lotion effective 200ml	226-852	2.405	S 4.15
ADCORTYL (Squibb) spray 50g only					d	oily skin moisturiser oil-free 200ml	089-904	2.23	S 3.85
ADDIS NAddis) toilettries						slightly dry skin extra moisture guard jar 65ml	007-849	2.29	S 3.95
Star Wars foam bath 345ml	194-324	...	S	0.99		tube 65ml	064-071	2.29	S 3.95
assortment A, assortment B						sun care products full filter 150cc	050-112	1.885	S 3.25
AERO (Strenol) dry shampoo 12g	248-963	4.45(12)	S	0.64		hi-protection cream 120ml	082-099	2.06	S 3.55
AKINETON (Abbott) (biperiden hydrochloride) ampoules 5mg/ml tablets 2mg	5 005-066 005-082	1.76 1.18	S	...		semi-filter 150cc	055-152	1.885	S 3.25
ALBION (Cuxson Gerrard) cotton wool hospital quality 25g	329-532	2.68(12)	S	0.38		sun bloc cream 40ml	355-453	1.48	S 2.55
25g	329-540	5.45(12)	S	0.78		sun tamer 120cc	055-178	1.48	S 2.55
500g	293-837	17.18(12)	S	2.47		sun tan oil only deep tanning lotion 150cc	049-221	1.885	S 3.25
ALMAY (Almay) dewey blusher all colours rich lash mascara skin care	055-194	1.885	S	3.25		ANORVIT (Cox Continental) entire entry			d
dry skin night cream 65ml	062-653	2.695	S	4.65		ANTOIN (Cox Continental) 50 014-761 0.99 250 014-787 4.55		S	...
normal/combination skin cleansing milk effective conditioning night treatment 65ml	200ml 237-867	2.29	S	3.95				S	PCDI
skin tonic 200ml	007-765	2.29	S	3.95				S	...
moisture balance day cream jar 65ml	226-837	2.175	S	3.75				S	...
	007-732	2.06	S	3.55				S	...

**Griptight—specialists in baby care.
Feeding bottles, teats and soothers.**

NURSERY

Lewis Woolf Griptight Ltd. 144 Oakfield Road, Birmingham B29 7EE. Tel: 021-472 4211.

ARONDE (Columbia)									
conditioner	200ml								
avocado pear oil	551-788, balsam & protein	551-796,							
honeyuckle	551-770,								
cream bath foam	390ml								
blue hyacinth	551-739, peach blossom	551-721, pine							
needles	551-7138 rose petal	551-705,							
580ml									
blue hyacinth	551-697, peach blossom	551-689, pine							
needles	551-671, rose petal	551-663							
1120ml									
fresh pine	551-655, honeyuckle	551-648, peach blossom							
551-630,									
deodorant roll-on	50ml								
blue ice	551-903, fresh herbal	551-895, gentle rose							
551-887, lilac blossom	551-879, unperfumed	551-861							
dusting powder	140g								
lavender	551-853, pink	551-846, yellow	551-838,						
hand & body lotion	200ml								
floral	551-929, lime	551-911,							
hand cream	72ml								
lanolin	551-762, lemon	551-754, rose	551-747,						
200ml									
lanolin	551-952, lemon	551-945, rose & almond	551-937,						
shampoo	390ml								
apple	551-614, balsam	551-606, beer	551-598, coconut oil						
551-580, egg & lemon	551-572, medicated	551-564,							
580ml									
balsam	551-556, coconut oil	551-549, egg & lemon	551-531,						
protein	551-523,								
shampoo	1120ml								
balsam	551-515, lemon & lime	551-507,							
sun lotion	200ml								
factor 2	551-986, factor 4	551-978, factor 6	551-960						
talc	120g								
classique	551-820, hyacinth	551-812, lily	551-804,						
ASCORBIC ACID									
delete Anorvit									
RABETTES (Robinsons of Chesterfield)									
nappies	40	075-051	11.85(6)	Z	...				
nappy liners		046-128	11.04(12)	Z	...				
nappy pants (all sizes)		046-136	8.89(12)	Z	...				
BEAUTY SHAPERS (Vestric)									
manicure range									
cosmetic brush pack	4	365-395	7.22(12)	S	1.01				
emery board 11cm	10	383-547	2.37(12)	S	0.34				
18cm	10	383-554	3.18(12)	S	0.46				
stick									
nail clippers	pack	383-562	2.61(12)	S	0.37				
5cm	384-115	2.54(12)	S	0.36					
7.5cm	384-123	1.92(6)	S	0.55					
10cm	384-552	2.45(12)	S	0.35					
sapphire	15cm	384-594	3.80(12)	S	0.55				
10cm	384-610	4.99(3)	S	2.87					
nail pliers									
scissors									
cuticle slant/flatt									
8cm	370-056	5.69(8)	S	1.64					
9cm	381-822	5.69(6)	S	1.64					
9cm	384-636	5.69(6)	S	1.64					
nail									
curved, straight									
tweezers slant/flatt	8cm	388-652	2.88(12)	S	0.41				
9cm	398-107	3.17(12)	S	0.46					
BEBATE (Parke-Davis Research)									
(betamethasone benzoate 0.025%)									
cream	15g	480-434	0.95	S	...	POM			
gel	15g	479-966	0.95	S	...	POM			
*available in Scotland only									
BELLAIR (Bellair)									
liquid soap	250ml	023-481	...	S	1.29				
BENZOTRINE (Paines & Byrne)									
effective August 6									
ampoules 5mg/1ml	10	028-738	3.10	S	...	POM			
10mg/2ml	10	028-746	4.00	S	...	POM			
BETAMETHASONE BENZOATE (see (see Bebate))									
BIO-HEALTH (Bio-Health)									
vitamin B complex									
high potency capsules	60	028-019	17.27(10)	S	2.98				
BIO-POLLEN (Bio-Health)									
entire entry									
BLUE EYETEC (Robinsons of Chesterfield)									
first aid dressings with									
metallic strip waterproof									
assorted									
box	40	281-675	13.92(12)	S	...				
wallet	10	257-188	8.62(24)	S	...				
dressing strip									
3.8cm x 8.3cm	50	339-374	1.56	S	...				
finger dressing									
2.5cm x 17.5cm	24	339-390	1.74	S	...				
sterile dressing									
5.1cm x 3.8cm	100	245-902	5.62	S	...				
7.6cm x 1.9cm	100	228-452	3.21	S	...				
7.6cm x 5.1cm	100	253-559	7.93	S	...				
wound dressing									
5.1cm x 7.6cm	50	339-408	2.52	S	...				
waterproof strapping									
1.25cm x 5m	12	339-424	8.72(12)	S	...				
2.5cm x 5m	12	339-432	11.04(12)	S	...				
BODY MIST 2 (Beecham Proprietarys Toilet)									
roll-on	50ml	010-140	7.74(12)	S	0.99				
BRITISH WARM (Haffenden Moulding)									
hot water bottle range									
child covered									
Dangermouse	553-628, Sarah Kay	553-610,							

Tom & Jerry 553-602									
collections									
crew neck 553-594, nightie 553-586, sports shirt 553-578									
sleeping partners									
nightdresses 553-560, pyjamas 553-552									
BUPROFEN (see Relcofen)									
CALAZEAN (Cox, Arthur)									
cream	25g	039-842	0.45	S	0.78	P			
CAMEO (Robinsons of Chesterfield)									
looped towels									
size 1	10	399-832	12.86(24)	S	...				
2	10	399-840	14.01(24)	S	...				
3	10	399-865	17.14(24)	S	...				
pant liners	10	188-300	6.48(24)	S	...				
20	188-342	6.22(12)	S	...					
sanitary belt adjustable		176-479	7.54(12)	S	...				
CANDLEPOWDER (Dendron)									
household candles	6	379-107	3.94(12)	S	0.54				
night lights	10	490-557	8.40(12)	S	1.15				
perfumed candle									
CANTAMEGA 1000 (Cantassium)									
(distributors Dendron)									
tablets	30	410-407	20.82(12)	S	2.85				
CANTAMEGA 2000 (Cantassium)									
(distributors Dendron)									
tablets	30	147-389	40.17(12)	S	5.50				
CANTASSIUM (Cantassium)									
(distributors Dendron)									
vitamin C with rosehip									
100mg	100	114-371	5.48(12)	S	0.75				
1000mg	100	447-995	10.23(12)	S	1.40				
CHANEL (Chanel)									
for men									
after shave	50ml	242-313	4.15	S	7.75				
	100ml	242-321	6.29	S	11.75				
	200ml	242-339	9.36	S	17.50				
delete all old sizes									
bath & shower gel		421-339	5.62	S	10.50				
Cologne	50ml	242-271	4.95	S	9.25				
	100ml	242-297	7.76	S	14.50				
	200ml	242-305	11.77	S	22.00				
delete all old sizes									
pre-shave	100ml	242-347	4.76	S	8.90				
120ml size only									
No.5									
eau de Cologne	100ml	431-510	7.22	S	13.50				
	200ml	433-375	11.50	S	21.50				
	400ml	434-506	18.46	S	34.50				
delete all old sizes									
eau de toilette	50ml	398-156	5.89	S	11.00				
	100ml	408-849	9.10	S	17.00				
	200ml	423-483	14.71	S	27.50				
	400ml	425-868	23.54	S	44.00				
spray	45ml	127-431	7.62	S	14.25				
	100ml	327-239	12.31	S	23.00				
refill	45ml	127-456	6.02	S	11.25				
	100ml	038-729	8.83	S	16.50				
delete all old sizes									
parfum	7ml	262-840	10.57	S	19.75				
	14ml	127-720	16.85	S	31.50				
	28ml	127-753	26.22	S	49.00				
	56ml	127-928	42.80	S	80.00				
spray	6ml	401-612	9.36	S	17.50				
	15ml	401-745	14.98	S	28.00				
refill	6ml	401-737	7.36	S	13.75				
	15ml	401-851	11.24	S	21.00				
talc	98g	128-579	3.75	S	7.00				
No.19									
eau de toilette	50ml	245-563	5.89	S	11.00				
	100ml	246-710	9.10	S	17.00				
	200ml	249-177	14.71	S	27.50				
delete all old sizes									
spray	45ml	178-020	7.62	S	14.25				
	100ml	274-654	12.31	S	23.00				
	100ml	352-948	8.83	S	16.50				
parfum	7ml	178-756	10.57	S	19.75				
	14ml	390-187	16.85	S	31.50				
	28ml	390-195	26.22	S	49.00				
	56ml	390-203	42.80	S	80.00				
spray	6ml	401-521	9.36	S	17.50				
	15ml	401-588	14.98	S	28.00				
refill	6ml	259-572	7.36	S	13.75				
	15ml	401-840	11.24	S	21.00				
Cristalle									
eau de toilette	50ml	223-495	5.82	S	10.50				
	100ml	242-214	8.43	S	15.75				
	200ml	243-222	12.57	S	23.50				
non-aerosol spray									
15ml		242-263	4.28	S	8.00				
delete all old sizes									
CHOICE (Macarthy's)									
grooming set									
straight scissors									
sharp sharp 3 1/2in		139-436	11.52(12)	S	...				
emery board 2 x 4									
1/2in		139-451	2.46(12)	S	...				
nail clippers chrome		148-338	3.32(12)	S	...				
file sharp, sharp									
4 1/2in		150-268	3.46(12)	S	...				
nippers chrome 4in		150-474	11.38(6)	S	...				
scissors straight sharp, sharp									
3 1/2in		157-271	11.52(12)	S	...				
nurses scissors sharp, &									
sharp blunt		164-582	8.07(6)	S	...				
sapphire nail files	6in	164-590	4.32(12)	S	...				

toe nail clippers	chrome	170-555	2.67(6)	S	...	foam shave	200g	254-425	10.21(12)	S	1.35	
tweezers angled	nickel	170-563	3.89(12)	S	...	shower gel		435-032	11.27(12)	S	1.49	
straight	nickel	170-696	3.89(12)	S	...	skin soaps	150g	305-052	8.61(36)	S	0.45	
CLIFTON (William, Charles)						talc		254-672	10.21(12)	S	1.35	
elastic hosiery						Morning Fresh	250g	272-252	5.91(12)	S	0.82	
circular knit						talc	440g	297-465	7.56(12)	S	1.06	
anklets		297-713	3.02	S	...	My Fair Lady	100g	266-726	3.38(12)	S	0.48	
knecaps		297-887	3.02	S	...	talc	440g	266-734	7.56(12)	S	1.06	
below		323-477	3.38	S	...	CUXSON GERRARD (Cuxson Gerrard)						
thigh		441-311	6.24	S	...	bandage w.o.w BPC						
flatbed knit		480-491	6.21	S	...	2.5cm x 5m		338-582	1.82(12)	S	0.26	
anklets		483-081	6.21	S	...	5cm x 5m		338-590	3.10(12)	S	0.44	
knecap		483-107	9.98	S	...	7.5cm x 5m		338-608	4.44(12)	S	0.64	
above		483-099	9.83	S	...	10cm x 5m		338-616	5.75(12)	S	0.83	
below		483-115	11.67	S	...	cellulose tissue BPC	500g	338-624	21.70(12)	S	3.20	
thigh						cellulosewadding BPC	500g	338-640	16.02(10)	S	2.30	
small, medium						clinical thermometer	90/9100	365-858	11.41(12)	S	1.64	
large		038-687	13.64	S	...	cotton wool BPC	25G	338-657	3.28(12)	S	0.47	
outsize		107-201	14.33	S	...		100g	338-665	7.65(12)	S	1.10	
lightweight elastic yarn		483-826	4.45	S	...		500g	293-845	27.38(12)	S	3.94	
thigh							15g	338-681	2.95(12)	S	0.42	
CLIK II (Dendron)		047-134	6.94(12)	S	...	paper wrapped	25g	487-017	2.68(12)	S	0.38	
razor set		494-138	8.62(24)	S	...	hospital quality	100g	487-025	5.45(12)	S	0.78	
twin blade cartridge	5						500g	487-033	17.18(12)	S	2.47	
CLOSE-UP (Elda Gibbs)						dressings						
toothpaste standard & economy						factories standard B.P.C.						
COBAREX (Cox Continental)						No.7	365-866	1.86(12)	S	0.26		
cream 0.5%	20g	054-148	1.17	S	...	No.8	365-874	3.17(12)	S	0.46		
1%	20g	054-171	1.68	S	...	No.9	365-882	4.43(12)	S	0.64		
CO-FEROL (Cox Continental)						No.13	154-336	4.60(12)	S	0.66		
tablets	100	054-494	0.72	S	...	No.14	154-351	6.76(12)	S	0.97		
COLGATE (Colgate-Palmolive)		054-510	5.93	S	...	No.15	154-401	9.18(12)	S	1.32		
effective July 23						No.16	365-957	3.76(12)	S	0.54		
dental cream	125ml	054-684	22.46(36)	S	...	gauze BPC CARTON (93CM)						
family						1m	338-764	5.84(12)	S	0.84		
COLOPLAST (Coloplast)						3m	338-780	12.50(12)	S	1.80		
Perfect range closed end	30	416-537	32.00	S	...	5m	338-798	18.83(12)	S	2.70		
decorated	25					10m	338-798	18.83(12)	S	2.70		
transparent	30	406-413	32.00	S	...	25m	338-822	7.07	S	12.20		
COMFEEL (Coloplast)						100m	338-848	27.73	S	47.83		
protective film sachets	30	072-421	4.53	S	...	gauze and cotton tissue	500G	338-855	38.22(12)	S	5.49	
COMFITTS (Delta Mouldings)						Drug Tariff No.4	500g	338-863	30.30(12)	S	4.35	
natureform sandals						gauze pads (swabs) BPC						
house	male	188-961	...	S	8.99	8 ply 7.5cm x 7.5cm	5	338-871	2.30(12)	S	0.33	
brown size 3,4,5,6,7,8						12 ply 5cm x 5cm	100	176-792	1.27	S	2.19	
champagne size 3,4,5,6,7,8						12 ply 10cm x 10cm	100	338-905	4.01	S	6.92	
copper size 3,4,5,6,7,8						lint absorbent BPC	25G	338-939	4.62(12)	S	0.66	
navy size 3,4,5,6,7,8						500g	338-954	13.73(12)	S	1.97		
rose size 3,4,5,6,7,8						100g	338-962	58.38(12)	S	8.39		
moccasin shoe	190-744	...		S	20.99	paper wrapping	15g	338-970	3.31(12)	S	0.48	
beige size 3,4,5,6,7,8						sterile dressing packs		365-973	5.16(12)	S	0.74	
brown size 3,4,5,6,7,8						CXCLINIC (Elda Gibbs)						
navy size 3,4,5,6,7,8						entire entry						
wine size 3,4,5,6,7,8						CYCLAX (Cyclax)						
wooden mule & wooden twin strap						skin conditioning lotion	400ml	319-301	1.67	S	2.99	
CORIMIST (Schwarzoff)						Moisture						
conditioning mousse	150ml	270-868	15.58(12)	S	2.12	selective moisturiser	30ml	287-201	1.40	S	2.50	
COSALGESIC (Cox Continental)						Neojuvex						
tablets	100	379-875	1.84	S	...	neck firming cream	30g	460-972	...	S	5.50	
COTY (Rigance)						CYCLOGEST (Cox Continental)						
Sunshimmer						suppositories 200mg	12	486-670	4.32	S	...	POM
face & body make-up	100ml	106-138	1.446	S	2.50	400mg	12	486-696	6.26	S	...	POM
COUNTRY HOUSE (London Herb & Spice)						DAYOVITE (Cox Continental)						
bath herbs in bags 10						vitamin sachets	30	259-051	2.25	S	...	
young lady's refreshing						DEEKO (Deeko)						
COUNTRY MAID (Wander Foods)						drinking straws						
instant low fat milk	16oz	389-114	1.46(12)	Z	1.40	bendy paper	40	283-135	...	S	0.50	
COD (Cox Arthur)						plastic	40	025-304	...	S	0.39	
celtridine cream	30g	432-385	0.41	S	0.71	plastic striped 8in	60	282-202	...	S	0.27	
digestive mint tablets	24	432-401	0.43	S	0.75	Strippe 8in	95	282-756	...	S	0.49	
pain relief tablets	12	035-246	0.44	S	0.76	DERMEXIL (Dana)						
	24	432-468	0.70	S	1.21	depilatory oil	11	337-725	4.91	S	...	
	28	044-347	1.28	S	2.21	after depilatory 552-224, pre-depilatory 552-232						
toothache tincture	10ml	497-321	0.46	S	0.79	DOXATET (Cox Continental)						
CROWN (Robinsons of Chesterfield)						tablets 10mg	10	412-056	4.25	S	...	POM
corn caps		062-547	3.97(12)	S	...	DRAMAMINE (Searle Pharms)						
felt adhesive						tablets 50mg	100	078-154	3.88	S	4.66	P
11cm x 5.7cm x 5mm		062-562	4.48(12)	S	...		500	078-162	19.40	S	23.28	P
10cm x 7.5cm x 7mm		062-588	5.57(12)	S	...	D.S.S. (Finders Dead Sea Health)						
unspread						(distributors Farillon)						
10cm x 7.5cm x 7mm		376-319	4.00(12)	S	...	dead sea derivatives						
CUSSONS (Cussons)						cleansing milk 230ml						
Classic						drynormal 552-760, oily 552-752						
skin soaps						toning lotion 230ml						
avocado 552-356, oatmeal 552-364, peach 552-349,						drynormal 552-745, oily 552-737						
sensitive 552-331						DUREX (LRC Products)						
CUSSONS (Cussons)						Elite	3	328-187	...	S	0.69	
baby powder	100g	309-823	7.62(24)	S	0.54		12	328-195	...	S	2.76	
250g	309	309-682	6.56(12)	S	0.91	EDME (Edme)						
450g	309-690	10.03(12)	S	1.39	barley syrup	25k	479-030	15.20	Z	...		
Classic						6.25k & 12.5k sizes						
anti-perspirant	60ml	243-022	9.06(6)	S	2.39	beer tap de luxe &						
deodorant	100ml	243-030	11.29(6)	S	2.99	concentrated worts sizes 0.9k, 3k, 6.25k, & 25k						
roll-on		435-024	12.48(12)	S	1.65	dried yeast	sachet	149-690	14.24(144)	S	0.18	
		147-876	10.97(12)	S	1.45							

dry extract	25k	479-022	31.25	Z	...	5.0cm x 10m	040307	347-559	21.20(12)	S	...	
malik extract for home brew	0.9k	478-941	13.19(12)	Z	...	7.5cm x 10m	040313	347-567	29.92(12)	S	...	
	3k	478-933	13.89(4)	Z	...	NHS						
	6.5k	478-917	6.47	Z	...	1.25cm x 1m	040209	436-576	3.94(24)	S	...	
	12.5k	478-909	11.45	Z	...	2.5cm x 1m	040215	347-450	2.84(12)	S	...	
	25k	478-883	19.82	Z	...	1.25cm x 3m	040221	347-468	3.38(12)	S	...	
Party Spirit						2.5cm x 3m	040238	347-476	5.30(12)	S	...	
bucks fuzz kit	2gal	030-940	...	S	6.95	1.25cm x 5m	040244	347-484	4.75(12)	S	...	
run/cola	1gal	031-682	...	S	3.99	2.5cm x 5m	040250	347-492	6.84(12)	S	...	
super brew gold, no added sugar	1.81k	479-006	12.88(6)	S	3.48	5.0cm x 5m	040257	347-500	11.90(12)	S	...	
gold	1.5k	185-496	12.88(6)	S	3.48	7.5cm x 5m	040273	347-518	16.81(12)	S	...	
3.5 gallon kit	0.907k	032-383	12.33(12)	S	1.46	FERROUS SULPHATE						
5 gallon kit	1.5k	185-520	10.08(6)	S	2.73	delete Anorvit						
EDWARD TAYLOR						FRESH (Colgate-Palmolive)						
belladonna plasters						effective July 23						
BPC white cloth						beaty soap						
12.5cm x 19cm	047502	347-120	7.71(24)	S	...	bath	017-244	12.82(72)	S	...		
17.5cm x 2cm	047577	347-138	16.09(24)	S	...	FSC (Food Supplement Co)						
red felt						(distributors Health & Diet Food)						
12.5cm x 19cm	047905	347-146	7.54(12)	S	...	About Face capsules	60	328-229	...	S	2.99	
17.5cm x 2cm	047940	347-153	18.38(12)	S	...	head high hair						
corn plaster, Ivy Leaf						cleanser	150ml	055-129	3.91(3)	S	1.69	
salicylic acid						conditioner	150ml	055-210	3.91(3)	S	1.69	
7.5cm x 4.5cm						Selenium tablets 160mcg						
20%	047341	347-203	1.48(12)	S	...	super vitamin A tablets	30	012-732	...	S	1.95	
40%	047358	347-211	1.77(12)	S	...	7500iu 60	480-913	...	S	1.05		
sponge rubber						super vitamin D tablets	400iu 60	012-724	...	S	0.99	
adhesive 22.5cm x 45cm						FUJII (Fujimex)						
7mm	336-289	9.02	S	...		disc cameras 50 & 70 only					d	
10mm	338-087	11.52	S	...		HR colour film CN						
flexopads 10mm x 9cm x 15cm (3)							110-12	450-080	1.09	S	1.50	
adhesive	046856	347-336	15.69(12)	S	...		110-24	174-078	1.50	S	2.06	
unspread	046862	347-344	12.61(12)	S	...		126-12	363-614	1.14	S	1.57	
stockinette 22.5cm x 45cm							126-24	174-086	1.58	S	2.17	
superfoam							135-12	195-651	1.21	S	1.66	
adhesive 22.5cm x 45cm							135-24	363-630	1.66	S	2.28	
5mm	342-824	12.02	S	...			135-36	363-648	2.11	S	2.90	
7mm	342-832	12.20	S	...			120 roll	363-655	1.36	S	1.87	
surgical felt - unspread						HR 200 colour film CA						
semi compressed							135-24	438-630	1.77	S	2.43	
10cm x 7.5cm x 7mm							135-36	438-648	2.26	S	3.10	
wool felt	046833	413-203	3.79(12)	S	...	HR 400 colour film CH						
semi compressed adhesive						400 ASA	110-24	174-102	1.82	S	2.50	
5mm x 22.5cm x 45cm							135-24	112-748	1.97	S	2.71	
046038	347-427	11.88	S	...			135-36	114-736	2.51	S	3.45	
7mm x 22.5cm x 45cm							120 roll	115-964	1.75	S	2.40	
046050	347-435	15.56	S	...		HR 1600 colour film						
10mm x 22.5cm x 45cm							125-24	325-753	2.54	S	3.49	
046073	347-443	19.96	S	...			135-36	325-894	3.22	S	4.42	
unspread						HR colour film disc						
7mm x 22.5cm x 45cm							15	419-002	1.44	S	1.98	
290-288	10.18	S	...				15 x 2	419-028	2.74	S	3.76	
10mm x 22.5cm x 45cm						Fujichrome film						
301-671	13.16	S	...			SORF	135-20	229-252	3.37	S	4.59	
wool & rayon felt							135-36	249-391	4.88	S	6.65	
semi compressed adhesive						100RD reversal	135-20	363-671	3.37	S	4.59	
5mm x 22.5cm x 45cm							135-36	363-689	4.88	S	6.65	
7mm x 22.5cm x 45cm						400RH reversal	135-20	422-402	4.04	S	5.50	
301-697	11.77	S	...				135-36	422-444	5.86	S	7.99	
5mm x 22.5cm x 45cm						movie single & sound						
301-705	12.92	S	...				R25	363-697	4.47	S	6.12	
unspread							RT200	062-257	4.73	S	6.47	
5mm x 22.5cm x 45cm							R25 sound	120-022	5.55	S	7.59	
301-721	6.01	S	...				RT200 sound	120-808	5.87	S	8.03	
7mm x 22.5cm x 45cm							R25 pre-stripped	120-980	5.28	S	7.22	
301-739	7.12	S	...				RT200 pre-stripped	121-129	5.58	S	7.63	
ELSAN (Elsan)						FUJICA (Fujimex)						
RVC toilet bowl cleaner						entire entry						
11	038-257	13.91(6)	S	3.55		GALLERY (Gallery Cosmetics)						
ENERGEN (R.H.M. Foods)						beauty care brush kits						
Brainerunch	340g	372-854	7.30(12)	Z	0.69	small	442-558	...	S	0.66		
with fruits & nuts	250g	005-116	7.30(12)	Z	0.69	dusting powder	222-877	...	S	1.95	d	
F-plan crunchy bran muesli						nail clippers						
35g	017-343	7.97(40)	Z	0.23		cosmetics						
Krispi muesli	250g	023-580	7.30(12)	Z	0.69	deluxe blush compact	442-632	...	S	1.40		
low calorie jams	250g	023-614	7.30(12)	Z	0.69	eye shadow	single	442-699	...	S	0.48	
EVANS (Evans Medical)							quad	442-681	...	S	0.90	
diphtheria and tetanus vaccine							quad	442-673	...	S	1.10	
adsorbed PTAH							creations	245-548	...	S	1.40	
amps 0.5ml 50							10 colours	244-814	...	S	2.35	
diphtheria, tetanus and pertussis							pencil duo	160-333	...	S	1.33	
vaccine adsorbed PTAH							442-715	...	S	0.39		
amps 0.5ml 50							kohl eyeliner pencil	248-112	...	S	1.90	
tetanus vaccine							pearly with smudger	254-573	...	S	0.76	
adsorbed PTAH							lip liner pencil	174-888	...	S	0.64	
amps 0.5ml 10							pencil	174-441	...	S	1.33	
50's	328-203	5.50	S	...	POM		lipshine	roll-on	300-384	...	S	0.75
FAM-LAX (Roberts)						FUJICA (Fujimex)						
tablets	36	096-982	4.35(12)	S	0.56	GSL	maskara super lash					
FAST-AID (Robinsons of Chesterfield)							run-resistant	442-756	...	S	0.98	
fabric plasters							nail colour					
dressin strip							remover	110cc	384-263	...	S	0.48
6cm x 1/2m	213-439	4.04(12)	S	...			powder blusher	442-657	...	S	0.48	
waterproof plasters							pressed powder					
dressing strip							deluxe compact	442-798	...	S	1.48	
6cm x 1/2m	216-051	4.04(12)	S	...			refill	442-806	...	S	0.75	
zinc oxide plaster BPC							skin care					
1.25cm x 10m	040287	347-526	7.27(12)	S	...		cleansing lotion	240ml	345-165	...	S	0.96
2.5cm x 10m	040296	347-534	12.14(12)	S	...		moisturising lotion	240ml	381-020	...	S	0.96
							skin freshener	240ml	402-552	...	S	0.96
							Second Edition					
							talc NO.1 & No.5				d	

GAMMEY (Smith & Nephew)					KIT-ZYME (Phillips Yeast)									
sterile surgical gloves					insect powder					111-237 5.64(12) S 0.81 GSL				
					pet antiseptic					100ml 125-187 4.95(12) S 0.71 GSL				
					skin cream					40g 082-321 7.38(12) S 1.06 GSL				
GESTONE (Paines & Byrne)					KLOREF (Cox Continental)									
effective August 6					tablets					50 348-474 1.45 S ... P				
ampoules 50mg/1ml					1000 385-518 15.31 S ... P									
10 110-940 3.25 S ... POM					KLOREF-S (Cox Continental)									
10 110-957 4.00 S ... POM					30 sachets 100-776 2.58 S ... P									
GLOVELIES (North, James)					LANGDALE'S (Langdale)									
gloves					cinnamon essence					50ml 224-782 8.60(12) S ... GSL				
GOLDEN BABE (Lilla-White)					150ml 154-542 14.58(12) S ... GSL									
effective August 6					260ml 226-043 22.47(12) S ... GSL									
Bambi disposable nappies					LARISSA ANN (Larissa Ann Cosmetics)									
10 390-104 19.05(36) Z ...					hair styling mousse					75ml 480-459 4.60(12) S 0.69				
20 390-112 18.79(18) Z ...					LANTHERIC (Lentheric Morny)									
40 390-120 18.34(9) Z ...					Elle									
10 390-138 15.31(24) Z ...					bouquet spray					50g 434-514 3.50 S 6.25				
overnight					luxury dusting powder					19270				
3's 112-854 6.74(12) Z ...					parfum de toilette									
112-920 8.39(12) Z ...					miniature					19211 310-235 1.65 S 2.95				
HALINA (Silber)					25ml 19213 234-385 2.38 S 4.25									
cameras 35mm with case					spray 20g					19020 409-961 1.96 S 3.50				
National C300 EF					30g 19193 229-526 2.66 S 4.75									
Speedy 33					50g 19195 229-559 3.787 S 6.75									
HELENA RUBINSTEIN (Rubinstein)					parfum					19103 235-812 4.067 S 7.25				
lip repair cream					concentrated spray					466-219 2.52 S 4.50				
435-651 2.77 S 4.95					perfume on					099-317 1.487 S 2.65				
HILKINSON (Hill, E)					talc					100g 19281 235-838 1.116 S 1.99				
(distributors Claritas)					touch tip perfume					105-619 1.402 S 2.50				
bifocals					Finesse									
BWCF range					luxury dusting powder					120g				
Braemar 10 x 50 386-706 39.33 S 67.85					parfum									
Ludlow 8 x 30 382-648 32.67 S 56.35					concentrated spray									
Windsor 8 x 40 382-655 35.33 S 60.95					14g 218-537 2.94 S 5.25									
Zoom 8 x 20 x 50 372-128 53.33 S 92.00					50g 234-989 3.78 S 6.75									
RCF traditional 8 x 21 024-109 38.67 S 66.70					parfum de toilette									
ZCF range					25ml 218-693 2.38 S 4.25									
20 x 60 123-091 67.33 S 116.15					spray					15g 222-968 1.96 S 3.50				
7 x 50 319-368 39.33 S 67.85					25g 223-586 2.66 S 4.75									
15 x 80 123-109 114.67 S 197.80					touch tip perfume					116-244 1.402 S 2.50				
20 x 80 123-117 116.00 S 200.00					Just Musk									
30 x 80 494-419 122.67 S 211.60					eau de parfum spray									
ZWCF range					20g 171-074 1.677 S 2.99									
Argyll 8 x 40 272-518 38.67 S 66.70					perfume oil					11133 466-250 1.82 S 3.25				
Highlander 16 x 50 311-753 41.33 S 71.30					perfume on					127-951 1.402 S 2.50				
Sutherland 10 x 50 298-687 40.67 S 70.15					parfum de toilette									
compact Hawk style only					miniature					11132				
roof prism range					spray mist 30g					11120 379-362 2.238 S 3.99				
CF Argus 9 x 63 494-401 67.33 S 116.15					50g 11119 498-782 3.08 S 5.50									
CF Olympic 8 x 56 421-024 62.67 S 108.10					touch tip perfume					136-333 1.402 S 2.50				
DWCF HyLite					Mystique									
10 x 40 192-591 55.33 S 95.45					luxury dusting powder									
rubber covered					parfum de toilette									
DCF 8 x 21 402-222 41.33 S 71.30					25ml 17213 472-415 2.38 S 4.25									
rubber armoured					spray					15g 17133 170-779 1.96 S 3.50				
8 x 30 402-230 32.00 S 55.00					25g 17195 054-593 2.66 S 4.75									
8 x 40 402-248 34.00 S 58.65					50g 17195 054-619 3.787 S 6.75									
7 x 50 402-255 38.67 S 66.70					perfume concentrated									
10 x 50 402-263 39.33 S 67.85					spray					17277 054-700 2.52 S 4.50				
HORLICKS (Beechams Foods)					touch tip					137-422 1.402 S 2.50				
instant sachet 4 x 32g 099-630 7.55(18) Z 0.50					Onyx									
HYDRON EUROPE (Hydron Europe)					after shave balm									
effective August 1					regular					16134 158-360 2.048 S 3.65				
saline pack 200 030-718 1.15 S 1.84					large					16140 158-378 2.799 S 4.99				
Solusol 90ml 030-601 0.95 S 1.53					after shave lotion									
240ml 030-593 1.35 S 2.17					regular					16507 158-345 2.048 S 3.65				
solutions comfort 20ml 029-942 1.10 S 1.76					large					16509 158-352 2.799 S 4.99				
cleaning 20ml 030-106 1.10 S 1.76					Cologne					16112 121-012 2.238 S 3.99				
soaking 120ml 030-379 1.40 S 2.24					talc					16284 108-498 1.09 S 1.95				
accessories					Onyx International									
eventemp mini II					after shave lotion									
microheater 030-619 13.95 S 22.46					16100 485-359 2.799 S 4.99									
121-269 5.57 S 8.91					16101 031-241 2.048 S 3.65									
IMODIUM (Jansen)					171-231 1.09 S 1.95									
capsules 2mg 12 size only					Panache									
INCO (Robinsons of Chesterfield)					bouquet spray					50g 396-960 3.50 S 6.25				
insert pads 318-337 18.01(8) S ...					dusting powder 12273									
roll 070608 103-432 7.95(12) S ...					parfum concentrate									
ventilated pants 3 318-428 15.15(12) S ...					12005 246-702 4.06 S 7.25									
child size 113-217 10.41(12) S ...					parfum de toilette									
INFLUVAC (Duphar)					miniature					12211 305-805 1.65 S 2.95				
influenza vaccine					25ml 12250 248-377 2.38 S 4.25									
disposable syringe					spray 15g					12213 170-969 1.96 S 3.50				
0.5ml 023-044 3.50 S ... POM					25g 12025 250-142 2.66 S 4.75									
INSULIN EVANS (Evans Medical)					50g 12050 265-090 3.78 S 6.75									
protamine zinc					perfume on					12499 396-952 1.48 S 2.65				
40 units 10ml					perfume concentrated									
zinc suspension (lente)					spray					147-173 2.525 S 4.50				
40 units 10ml					soap hand (3)									
JUNO JUNIPAH (Cox, Arthur)					touch tip perfume					147-207 1.402 S 2.50				
salts 150g 141-382 0.66 S 1.14 GSL					Tramp									
tablets 65 141-390 0.63 S 1.09 GSL					parfum 13621									
JUST DESSERTS (Beauty Basics)					parfum de toilette									
bathing foam 30ml 407-858 ... S 0.80					miniature					13211 242-495 1.65 S 2.95				
370ml 403-436 ... S 4.25					50cc					13217 485-664 2.66 S 4.75				
soap single 100g 434-894 ... S 1.25					spray 20g					13192 171-181 1.82 S 3.25				
triple 3 x 100g 456-368 ... S 3.45					50g					13193 485-623 2.38 S 4.25				
talc 100g 456-459 ... S 2.45					50g 13195 485-631 3.36 S 5.99									
KALMS SEDATIVE TABLETS					100g					179-655 6.165 S 10.99				
100 003-426 12.51(12) S 1.80 GSL					perfume oil					017-962 1.82 S 3.25				
KETOVITE (Paines & Byrne)					perfume oil					13099 397-000 1.40 S 2.50				
effective August 6					on					466-342 2.44 S 4.35				
liquid 100ml 147-272 1.00 S ... P					touch tip perfume					185-892 1.402 S 2.50				
tablets 100 147-306 2.35 S ... POM					Tweed									
500 147-314 8.00 S ... POM					bouquet spray					11196 466-011 3.50 S 6.25				
KEYBELLS (Roberts)														
glycerine, lemon & ipecac														
147-355 3.79(12) S 0.49 GSL														

NORTHANDS (North, James)		195-172	0.85	S	1.45	
gloves for men						
NOXACORN (Cox Arthur)		9ml 196-576	0.48	S	0.83	P
corn remover						
NYBADEX (Cox Continental)		ointment 1% 20g 202-911	2.34	S	...	POM
OLBAS (Lanes)		oil 10ml 200-386 4.73(12)	S	0.68	GSL	
		28ml 200-394 9.03(12)	S	1.30	GSL	
		45g 437-509 4.80(12)	S	0.69	GSL	
OPULETS (Alcon Labs)		pastilles				
single dose eye drops						
atropine 1%		20 455-501	3.61	S	...	POM
benoxinate 0.4%		20 455-519	3.61	S	...	POM
chloramphenicol 0.5%		20 455-527	3.61	S	...	POM
cyclopentolate 1%		20 455-535	3.61	S	...	POM
fluorescein sodium 1%		20 455-543	3.61	S	...	P
pilocarpine 1%, 2%, 4%		20 347-757	3.61(20)	S	...	POM
sodium chloride 0.9%		20 455-550	3.61	S	...	P
ORAL B (Cooper Health)		toothbrushes				
right angle child's ages 1-6						
blue 552-445, green 552-430, red 552-422, yellow 552-414						
right angle youth's ages 6 upwards						
blue 552-406, green 552-398, red 552-380, yellow 552-372						
PABYRN (Paines & Byrne)		effective August 6				
proctolyzed liver		150g 207-555	5.50	S	...	GSL
PADDI (Robinsons of Chesterfield)		Cocist nappies, with refastenable tapes to fit babies up to				
10lbs		10 418-640 15.73(16)	Z	...		
10-20lbs		32 041-878 23.96(8)	Z	...		
		10 423-632 19.82(16)	Z	...		
20lbs & over		28 047-936 24.65(8)	Z	...		
		48 378-745 20.92(4)	Z	...		
		10 425-280 25.64(16)	Z	...		
		24 047-969 27.25(8)	Z	...		
		48 378-752 26.82(4)	Z	...		
nappy liners		50 207-670 5.42(12)	Z	...		
		100 207-688 9.72(12)	Z	...		
pads		10 207-696 7.38(12)	Z	...		
		30 207-712 12.94(8)	Z	...		
pleats		20 207-746 8.73(12)	Z	...		
roll		207-761 22.77(36)	S	...		
PALMOLIVE (Colgate-Palmolive)		effective July 23				
soap		bath 208-314 17.44(12)	S	...		
		family 208-322 13.93(48)	S	...		
		toilet 208-306 13.23(72)	S	...		
PANCREX (Paines & Byrne)		effective August 6				
granules		100g 208-819 4.00	S	...	GSL	
		500g 208-827 16.00	S	...	GSL	
PANCREX V (Paines & Byrne)		effective August 6				
capsules		100 208-835 3.10	S	...	GSL	
		500 208-843 12.00	S	...	GSL	
powder		100g 208-868 5.45	S	...	GSL	
		250g 208-876 11.60	S	...	GSL	
tablets		100 354-225 1.50	S	...	GSL	
		500 354-233 4.00	S	...	GSL	
forte		100 354-241 2.70	S	...	GSL	
PANTENE (Richardson-Vicks)		hair tonic 150ml 209-031	1.272	S	1.95	
pack size change only						
PANTY PADS (Lilla-White)		effective August 6				
regular		10 324-665 12.07(24)	S	...		
		20 027-995 11.14(12)	S	...		
super		10 436-030 13.39(24)	S	...		
		20 028-043 12.34(12)	S	...		
super plus		10 152-397 14.71(24)	S	...		
PHILLIPS (Phillips Yeast)		fish food				
pond pellets		200g 179-762 6.89(12)	S	0.99		
		400g 180-869 6.44(6)	S	1.85		
225g & 450g sizes only						
PHYGEINE (Alcon Labs)		240ml 092-619	1.87	S	3.10	
PREMPAK-C (Ayerst)		tablets 0.625mg 3 x 28-12	139-410	11.31	S	...
1.25mg 3 x 28-12		139-428	11.31	S	...	POM
PURITABS (Kirby-Warrick OTC)		water purifying tablets				
mini (pocket)		50 068-577	5.50(12)	S	0.79	
RACALAV (Cussons)		toilet tablets	231-985 10.01(72)	S	0.27	
twin pack		238-451 9.16(72)	S	0.49		
RACALET (Cussons)		lavender containers	231-993 16.75(72)	S	0.39	
tablets		232-009 7.58(72)	S	0.21		
triple pack		238-469 7.28(72)	S	0.58		
RACAPAN (Cussons)		sanitary blocks	232-017 14.02(72)	S	0.39	
twin pack		238-477 12.88(72)	S	0.70		
RACASAN (Cussons)		air freshener block	232-025 14.02(72)	S	0.39	
twin pack		238-519 12.88(72)	S	0.70		
channel block		232-066 8.63(36)	S	...		
REACH (Johnson & Johnson)		effective July 30				
toothbrushes						
compact head		402-289 6.72(12)	S	0.92		
long head		402-305 6.72(12)	S	0.92		
child		402-313 5.77(12)	S	0.79		
infant		402-339 5.77(12)	S	0.79		
RELCOFEN (Cox, Arthur)		(ibuprofen) tablets	200mg 038-265 0.52	S	0.90	P
		400mg 049-726 0.84	S	1.45	P	
RITE DIET (Welfare Foods)		gluten free bread 400g white	288-043	0.98	Z	1.31
ROBERTS (Roberts)		antiseptic disinfectant	500ml 061-390 10.78(24)	S	0.73	
		aspirin tablets	25 363-184 1.49(12)	S	0.20	GSL
		100 488-973 2.93(12)	S	0.44		
calamine lotion		100ml 467-902 2.91(12)	S	0.39	GSL	
olive oil B.P.		75ml 243-469 3.96(12)	Z	0.59	GSL	
white petroleum jelly B.P.		250g 488-940 2.94(6)	S	0.79		
zinc & castor oil cream		250g 488-965 4.98(6)	S	1.30		
ROBINSONS (Robinsons of Ches)		nursing breast pads	boxed of 100 526006 405-589 12.64(12)	S	...	
shaped breast pads		40 453-647 15.73(12)	S	...		
RUTHMOL (Cantassium)		(distributors Dendron)	50g 246-652 3.79(12)	Z	0.45	GSL
		250g 362-012 16.17(12)	Z	1.90	GSL	
SALLY HANSEN (Bronley)		effective August 1				
apricot remover pads		cream bleach	164-798 3.84(6)	S	1.10	
facial		136-564 9.62(6)	S	2.75		
cuticle remover		371-740 4.89(6)	S	1.40		
Dry Fast		494-179 4.37(6)	S	1.25		
hair remover cream		facial	136-523 6.41(4)	S	2.75	
hair remover system		136-606 2.47(6)	S	4.25		
Hard as Nails		plain	371-724 4.19(6)	S	1.20	
with nylon		frosted	009-852 3.26(4)	S	1.40	
with nylon		plain	009-969 3.26(4)	S	1.40	
Kwik Aid		068-890 5.24(6)	S	1.50		
Kwik Off nail polish		remover	221-465 9.84(12)	S	2.15	
Long 'n' Strong		manicure sticks	296-251 6.47(6)	S	1.85	
nail biter		164-707 0.227	S	0.39		
buffer kit		452-219 4.37(6)	S	2.55		
refill		098-947 0.553	S	0.95		
nail mender		362-251 6.82(6)	S	1.95		
polish remover		herbal 125ml 003-616 3.46(6)	S	0.99		
		regular 60ml 321-125 4.33(12)	S	0.62		
		125ml 371-757 3.46(6)	S	0.99		
		250ml 398-750 5.91(6)	S	1.69		
smoother		101-915 4.37(6)	S	1.25		
treatment cream 20ml		401-711 4.89(6)	S	1.40		
Super Shine		290-015 4.89(6)	S	1.40		
SANATOGEN (Fisons Pharms)		powder original	40z 333-716 11.88(12)	S	1.49	GSL
		80z 333-724 21.42(12)	S	2.64	GSL	
		1lb 333-732 37.41(12)	S	4.49	GSL	
		2lb 333-740 64.40(12)	S	7.85	GSL	
selected multivitamins		30 250-001 9.72(12)	S	1.35	GSL	
		60 250-019 17.52(12)	S	2.49	GSL	
		120 250-027 28.50(12)	S	4.05	GSL	
plus iron		30 250-035 9.72(12)	S	1.35	GSL	
		60 250-050 17.52(12)	S	2.49	GSL	
		120 250-068 28.50(12)	S	4.05	GSL	
childrens		30 250-076 9.54(12)	S	0.88	GSL	
		100 250-084 14.32(12)	S	2.05	GSL	
vitamin B complex		with honey tablets	60 214-791 7.47(12)	S	1.09	GSL
vitamin E tablets		30 021-907 9.54(12)	S	1.29		
SEAL-A-BITE (Off Prescription Medicines)		(distributors Farillon)				
insect bite soother		10ml 228-478	0.74	S	1.28	
SHOWERMATE (Eden Toiletries)		entire entry				
SIONON (Bayer Consumer)		diabetic foods				
blackcurrant drink		500ml 071-381	...	S	0.99	
SOAP ON TAP (Eden Toiletries)		entire entry				
SOLITAIRE (Lentheric Morry)		Accent				
Cologne		25ml 038-208	1.71	S	2.95	
spray		25g 038-216	1.71	S	2.95	
		50g 038-299	2.29	S	3.95	
concentrated perfume spray		perfumed body spray	80g 170-852 1.15	S	1.99	
talc		100g 038-323	1.09	S	1.89	
Candide		Cologne	25ml 172-015	1.71	S	2.95
		spray	25g 172-023	1.71	S	2.95
		50g 172-031	2.29	S	3.95	
concentrate perfume spray		perfumed body spray	80g 171-066	1.15	S	1.99

talc	100g	172-056	1.09	S	1.89	
original musk						
Cologne spray	25g	432-492	1.71	S	2.95	
	50g	438-463	2.29	S	3.95	
talc	100g	438-689	1.09	S	1.89	
Rebel						
Cologne	25ml	171-959	1.71	S	2.95	
spray	25g	171-967	1.71	S	2.95	
	50g	171-983	2.29	S	3.95	
concentrate perfume spray						
perfumed body spray						
	80g	170-860	1.15	S	1.99	
	100g	172-007	1.09	S	1.89	
SOLLUS (Hill, E)						
(distributors Claritas)						
binoculars						
BCF	20 X 70	009-316	80.00	S	138.00	
ZCF	7 X 50	266-866	29.33	S	50.60	
ZWCF	8 X 30	266-833	25.67	S	44.27	
	8 X 40	266-841	27.33	S	74.15	
	10 X 40	372-110	28.00	S	48.30	
	10 X 50	266-874	30.00	S	51.75	
	12 X 50	266-882	30.67	S	52.90	
	16 X 50	266-890	31.33	S	54.05	
	20 X 50	039-537	32.00	S	55.20	
Micro range						
	8 X 0	421-073	32.67	S	56.35	
	10 X 40	421-107	39.67	S	60.95	
	8-17 X 40	194-084	42.67	S	73.60	
Zoom						
STERAID (Robert Bailey)						
bandages BP crepe						
	7.5cm	022-632	7.41(12)	S	0.99	
SUNSILK (Elida Gibbs)						
conditioner 200ml size						
TEDRAL (Parke-Davis Research)						
elixir	200ml	358-895	0.685	S	...	POM
tablets	50	281-998	0.685	S	...	POM
	500	282-004	5.40	S	...	POM
TEDRAL EXPECT (Parke Davis Research)						
linctus	200ml	279-315	1.305	S	...	POM
TEDRAL S.A. (Parke Davis Research)						
tablets	100	282-020	1.965	S	...	POM
	500	282-038	9.315	S	...	POM
TIKI (Lanes)						
vitamin E						
moisturising lotion 75cc		058-206	...	S	2.45	
TOMMEE TIPPEE (Jackel)						
cotton wool balls	100	065-904	...	S	0.79	
TRIOCUS (Dorsey Labs)						
(distributors Beecham)						
TRIOGESIC (Dorsey Labs)						
(distributors Beecham)						
TRIOIMNIC (Dorsey Labs)						
(distributors Beecham)						
TRIOPEAD (Dorsey Labs)						
(distributors Beecham)						
TRIOUSSIC (Dorsey Labs)						
(distributors Beecham)						
UNICHEM (Unichem)						
sponges						
baby	125-559	1.88(12)	S	0.26		
bath	153-411	2.31(12)	S	0.32		
body	163-311	3.35(12)	S	0.47		
toilet	163-329	2.04(12)	S	0.28		
VANTAGE (Vetric)						
blackcurrant drink	500ml	328-534	6.19(12)	S	0.79	
cough linctus	125ml	488-403	5.60(12)	S	0.85 P	
glucose drink	750ml	354-928	4.82(12)	S	0.62	
household bleach	750ml	305-326	2.04(12)	S	0.24	
baby care range						
all-in-one nappies						
daytime	12	119-792	11.44(12)	Z	1.15	
	36	328-492	17.15(6)	Z	3.45	
toddler	10	119-800	11.44(12)	Z	1.15	
12						
	30	328-518	17.15(6)	Z	3.45	
cleansing wool	300g	178-129	14.43(24)	S	0.90	
cotton buds	100	119-842	6.00(24)	S	0.39	
nappycleans	14	319-517	8.50(10)	S	1.31	
nappy liners	100	119-834	13.80(24)	Z	0.79	
one-way						
	100	322-909	10.35(12)	Z	1.15	
pants, pack of 3						
ex-large	122-028	3.89(12)	Z	0.45		
ex-large	122-036	3.89(12)	Z	0.45		
pants, snap-on						
ex-large	122-044	3.89(12)	Z	0.45		
ex-large	122-069	3.89(12)	Z	0.45		
powder 300g						
powder	450g	328-526	6.81(12)	S	0.78	
family health range						
paracetamol elix	100ml	156-760	5.98(12)	S	0.85 P	
hair care						
styling mousse	150ml	291-161	8.28(12)	S	0.99	
toiletries						
hand & body lotion						
	250ml	365-288	4.35(12)	S	0.56	
liquid soap	265ml	365-379	4.18(12)	S	0.54	
green, pink						
nail polish remover						
	250ml	365-358	4.01(12)	S	0.52	
VETZYME (Phillips Vase)						
JDS dog shampoo	100g	125-195	5.02(12)	S	0.72	
	250ml	128-694	8.56(12)	S	1.23	
all previous sizes						
pet antiseptic	100ml	139-402	4.94(12)	S	0.71	GSL
75ml size						

VIRORMONE (Paines & Byrne)						
effective August 6						
ampoules						
25mg/1ml	10	304-527	3.20	S	...	POM
50mg/1ml	10	304-535	3.40	S	...	POM
100mg/1ml	10	304-543	3.60	S	...	POM
VIRORMONE-ORAL (Paines & Byrne)						
effective August 6						
tablets 5mg	100	304-576	4.88	S	...	POM
10mg	100	304-568	2.70	S	...	POM
VITA YOUTH (Dietary Specialities)						
tablets	60	044-990	10.08(3)	S	5.95	i
VORTEX (Procter & Gamble)						
bleach	739ml	480-905	7.69(20)	S	...	i
	125ml	480-806	7.12(12)	S	...	
WATE-ON (Dendron)						
tonic	450ml	360-024	36.89(12)	S	5.05	P
WHITES Dr. (Lilla-White)						
effective August 6						
sanitary towels						
size 1	10	461-152	13.71(24)	S	...	
	20	274-423	13.26(12)	S	...	
2	10	461-160	14.87(24)	S	...	
	20	275-248	14.45(12)	S	...	
3	10	461-178	18.24(24)	S	...	
	20	310-482	20.28(36)	S	...	
sanitary belt						
WILKINSON (Wilkinson Sword)						
manicure set	473-876	3.89	S	8.95	i	
nail clippers	435-685	1.50	S	3.45		
pliers	452-862	3.24	S	7.45		
XYLOCAINE (Astra)						
ampoules						
2%	5ml x 50	435-677	10.60	S	...	POM
cartridge mix 2% 2ml x 100 only						d
ZINCOMED (Medo)						
capsules	100	004-150	3.45	S	5.95	P
	250	004-168	7.33	S	12.64	P
ZUBES (Roberts)						
cough lozenges						
lemon & honey	334-508	4.48(24)	S	0.30	GSL	
original	391-573	4.48(24)	S	0.30	GSL	
cough mixture	479-451	4.62(12)	S	0.63		
expectorant	125ml	290-916	5.75(12)	S	1.05	i

This weeks changes

ACETYL CYSTEINE (see flube)						
ALEXA (Henleys Medical)						
plastic occlusive dressings						
gloves						
small	OD/14	329-045	1.45(100)	S	...	a
medium	OD/15	329-060	1.45(100)	S	...	
large	OD/31	329-052	0.65(25)	S	...	
ALMAY (Almay)						
hypo-allergenic						
complete cover	35ml	151-159	...	S	3.45	i
beige creme, brandied creme, caramel creme, honey creme, ivory creme, peaches & creme						
eye make-up						
remover pads	45	007-997	...	S	2.65	a
remover non-oily						
oily	125ml	337-733	...	S	2.95	
oily	125ml	337-808	...	S	2.95	
fresh look make-up	35ml	423-244	...	S	3.45	
liquid make up	30ml	008-110	...	S	3.15	
ANCHOR NAnchor Foods						
fruit syrups	300ml	046-250	...	Z	1.20	i
blackcurrant, apple, green mint, lemon, grenadine, orange						
ANHYDROL FORTE (Dermal)						
effective August 1						
roll-on	10ml	411-397	2.72	S	...	POM
B.A.L. (Boots)						
effective August 1						
ampoules 2ml	12	024-026	5.97	S	...	POM
BARRY M (Mero, Barry)						
lip paint	126-318	0.70	S	...	a	
BENTEX (Steinhard)						
(benzhexol hydrochlor)						
tablets 2mg	100	070-250	1.86	S	...	POM
	1000	070-292	15.44	S	...	POM
5mg	100	077-909	3.62	S	...	POM
	1000	077-925	31.45	S	...	POM
BENZALKONIUM CHLORIDE (see flube)						
BENZHEXOL HYDROCHLORIDE (see Bentex)						
BENZOCANINE (see EQUACAINE)						
BRAUN. (Braun Electric)						
(distributors Pharmagen)						
hair care						
Quick Style						
combi	LS40R	064-063	8.02	S	...	i
shavers						
spares						
power cord for Micron, Synchron, Synchron Plus & Synchron de luxe						
	5-001-772	068-437	1.44	S	...	i
BRUFEN (BOOTS)						
effective August 1						
d	200ml	037-440	1.52	S	...	POM
d	100	037-457	3.19	S	...	POM
d	500	037-473	15.03	S	...	POM

BRUFEN 400 (Boots)									
effective August 1									
tablets 400mg	100	478-669	6.37	S	...	POM			
	250	478-677	15.03	S	...	POM			
BRUFEN 600 (BOOTS)									
effective August 1									
tablets 600mg	100	382-630	9.56	S	...	POM			
CALLUSOLVE (Dermal)									
effective August 1									
wart treatment	10ml	040-709	1.99	S	...	P	a		
CAPITOL (Dermal)									
effective August 1									
gel	120g	041-897	2.29	S	...	P	a		
CLINICOMB (Clinicomb)									
(distributors Laughlons)									
metal louse comb		004-176	10.44(12)	S	1.49	a			
CORDILOX (Abbott)									
ampoules 2ml	5	058-073	4.39	S	...	POM	a		
tablets 40mg	100	058-081	5.63	S	...	POM	a		
80mg	100	159-772	11.24	S	...	POM	a		
CORDILOX 120 (Abbott)									
tablets	100	400-952	16.17	S	...	POM	a		
	500	400-978	80.83	S	...	POM	a		
CORTISTAB (Boots)									
effective August 1									
injection 25mg/ml	10ml	059-048	0.91	S	...	POM	a		
CUTEX (Parine Matchabell)									
moisture guarf	50ml	183-426	...	S	0.44	i			
	100ml	183-467	...	S	0.65				
	200ml	194-811	...	S	0.83				
DELTASTAB (Boots)									
effective August 1									
injection vial	5ml	070-904	0.75	S	...	POM	a		
DEQUACAIN (Farley)									
(dequalinium chloride 0.25mg, benzocaine 10mg)									
lozenges		093-252	25.33(40)	S	1.09				
DEQUALINIUM CHLORIDE (see Dequacaine)									
DICYNENE Ndlandale									
effective August 1									
tablets 250mg	100	073-957	10.28	S	...	POM	a		
500mg	100	452-466	20.52	S	...	POM	a		
DIOCTYL SODIUM SULPHOSUCCINATE (see Fletchers' Enemette)									
DIODERM (Dermal)									
effective August 1									
cream	30g	432-765	2.14	S	...	POM			
DIPLEX (Diplex)									
thermometers									
bath & pool	51/17	482-463	...	S	5.18				
cooks	22/2102	232-488	...	S	6.00				
	22/2101	232-486	...	S	6.90				
	28/485	124-685	...	S	7.45				
floating	25/16	270-199	...	S	3.80				
freezer	20/304	152-645	...	S	1.85				
wall	29/511	270-298	...	S	4.60				
	31/406	224-212	...	S	1.25				
	50/12238R	483-482	...	S	6.90				
window		643-646	...	S	2.50				
DIPIROSALIC (Kirby-Warrick)									
(ointment betamethasone 0.05%, salicylic acid 3%; scalp applic: betamethasone 0.05%, salicylic acid 2%)									
ointment	30g	044-735	2.95	S	...	POM	i		
	100g	052-506	8.25	S	...	POM			
scalp application	30ml	068-304	3.95	S	...	POM			
	100ml	068-320	9.95	S	...	POM			
DITHROCREAM (Dermal)									
effective August 1									
cream 0.1%	50g	026-781	2.89	S	...	P	a		
0.25%	50g	017-129	3.08	S	...	P	a		
DITHROCREAM FORTE (Dermal)									
effective August 1									
	50g	092-825	3.52	S	...	P	a		
DITHROLAN (Dermal)									
effective August 1									
	90g	031-211	4.06	S	...	P	a		
DRAMAMINE (Searle)									
tablets 50mg	100	078-154	4.66	S	...	P	e		
	500	078-162	23.28	S	...	P	e		
DRINK 10 (Food Brokers)									
fruit drink	700ml	062-638	4.15(6)	S	0.98	r			
DUBBLE BUBBLE (Mazzeo Cosmetics)									
(distributors Dendron)									
DURACELL (Duracell)									
batteries									
hearing aid									
DA13		230-813	0.2424(3)	S	...				
DA675		146-696	0.3136(3)	S	...				
SP675		146-704	0.2101(6)	S	...				
MP675		146-753	0.1939(6)	S	...				
RM13H		146-761	0.1624(6)	S	...				
RM575		146-928	0.216(6)	S	...				
RM41		146-985	0.1641(6)	S	...				
watch									
D357		051-953	0.575	S	...				
D350		052-084	0.6818	S	...				
D389		052-092	0.5111	S	...				
D393		052-134	0.5111	S	...				
D386		052-142	0.5111	S	...				
D392		052-175	0.3833	S	...				
D391		052-282	0.5679	S	...				
EFAMOL (Britannia Health)									
(distributors Pharmagen)									
effective August 1									
evening primrose oil									
capsules 250	50	346-700	26.00(10)	S	4.49				
	90	249-938	37.30(10)	S	6.44				
capsules. 500	30	346-759	26.60(10)	S	4.60				
	90	264-457	60.00(10)	S	10.35				
marine capsules	30	124-032	29.00(10)	S	4.99				
change to trade unit									
EFAMOL PMP (Britannia Health)									
(distributors Pharmagen)									
effective August 1									
combination pack	183-210	31.60(10)	S	5.45					
change to trade unit									
EFAYITE (Britannia Health)									
(distributors Pharmagen)									
effective August 1									
vitamin & zinc supplement	90	266-916	15.70(10)	S	2.70				
change to trade unit									
EMULSIDERM (Dermal)									
effective August 1									
	250ml	471-318	3.64	S	...	P	a		
ENGLISH GRAINS (English Grains)									
Big-vit C tangerine	50	488-825	5.53(6)	S	1.59	GSL	i		
tablets 550mg	100	090-209	10.29	S	17.75	POM	a		
kids vit C tablets 100mg	100	488-833	4.14(6)	S	1.19	GSL			
ENSURE (Abbott)									
can*	946ml	061-721	16.29(6)	Z	...				
powder*	400g	059-717	21.00(6)	Z	...				
Available in Cumbria & S.E. London only*									
ERITHROMID (Nabbott)									
tablets 250mg	100	090-233	4.41	S	7.60	POM	a		
	500	090-242	22.01	S	37.95	POM			
	1000	090-258	44.01	S	75.90	POM			
ERYTHROCIN (Abbott)									
suspension 100ml & 500ml									
ERYTHROCIN LACTOBIONATE (Abbott)									
sg	314-385	6.05	S	10.43	POM	a			
ERYTHROCIN STEARATE (Abbott)									
Filmatabs 250mg	100	090-209	10.29	S	17.75	POM	a		
	500	090-217	50.13	S	86.47	POM			
	1000	090-225	98.27	S	169.50	POM			
ERYTHROCIN 500 (Abbott)									
tablets	100	090-118	20.67	S	35.65	POM	a		
	500	490-243	103.33	S	178.24	POM			
blister pack	10	453-688	20.67(10)	S	3.56	POM			
	15	413-427	15.51(5)	S	5.34	POM			
ERYTHROPEAD (Abbott)									
granules for suspension									
PI 125mg/5ml	100ml	389-122	17.60(12)	S	2.51	POM	a		
250mg/5ml	100ml	389-130	26.56(12)	S	3.81	POM			
Forse 500mg/5ml 100ml	100ml	389-148	25.29(6)	S	7.26	POM			
EVER READY (Ever Ready)									
alkaline batteries									
MN1300/LR20		416-362	...	S	1.02				
MN1400/LR14		416-370	...	S	0.92				
MN1500/LR6		416-511	...	S	0.51				
MN2400/LR03		416-750	...	S	0.51				
MN1604/6LF22		429-779	...	S	1.95				
calculator batteries									
C7/R6C		233-262	...	S	0.28				
PP3C/6F22C									
dry batteries									
	8	094-953	...	S	0.36				
	126	094-938	...	S	1.99				
	800	094-979	...	S	1.10				
	991	094-987	...	S	6.47				
	1289	094-946	...	S	2.65				
AD4									
	AD28	233-395	...	S	0.75				
	B121	095-000	...	S	2.59				
	B122	095-026	...	S	3.49				
	B154	095-042	...	S	2.59				
	C11	233-403	...	S	0.45				
	C11	233-411	...	S	10.15				
	HP2	095-075	...	S	0.43				
	HP7	095-083	...	S	0.19				
	HP11	095-091	...	S	0.39				
	HP16	095-109	...	S	0.20				
	HP992	233-452	...	S	3.29				
	PP996	388-322	...	S	2.27				
	PP1	095-117	...	S	1.61				
	PP3	095-125	...	S	0.66				
	PP3-P	484-998	...	S	0.91				
PP4									
	PP6	095-141	...	S	1.37				
	PP7	095-166	...	S	1.37				
	PP8	095-174	...	S	5.29				
	PP9	095-182	...	S	1.39				
	PP11	095-208	...	S	2.89				
	SP2	095-216	...	S	0.33				
	SP11	095-224	...	S	0.30				
	R20PP	032-730	...	S	0.49				
	R14PP	032-748	...	S	0.43				
	R6PP	032-771	...	S	0.28				
mercury batteries									
	BP401	431-353	...	S	0.92				
	BP675	032-706	...	S	0.41				
	RM1N/PX1	485-029	...	S	1.408				
	RM312H	095-349	...	S	0.32				
	RM675H	095-414	...	S	0.34				
photographic									
	TH354	233-767	...	S	1.50				
	PX14	095-448	...	S	1.25				
	PX23	095-455	...	S	1.57				
	PX27	233-528	...	S	1.53				
	PX625	095-489	...	S	0.59				
	PX675	233-676	...	S	0.82				
PX825									
	PX/RM640	233-577	...	S	0.57				
rechargeable batteries									
	CH1/22	234-492	...	S	7.98				
CH3/RX4 & CH4/RX4									
silver batteries	B-LR44	234-344	...	S	0.74				

<i>natural remedies</i>		32	320-077	14.25(12)	S	2.05			
ballo foot balm	40g	345-462	5.91(12)	S	0.85				
	100g	353-383	9.04(12)	S	1.30				
charabs charcoal tonic tablets	100	354-670	7.30(12)	S	1.05				
	300	374-124	20.50(12)	S	2.95				
colgard emergency essence	200ml								
dual-lax normal	100	377-572	10.08(12)	S	1.45				
extra strong	100	378-240	10.07(12)	S	1.55				
gonne rheumatic balm									
	35g	378-497	5.91(12)	S	0.85				
	100g	379-347	12.51(12)	S	1.80				
honey & molasses cough mixture	100ml	385-583	7.65(12)	S	1.10				
honey-mol honey & molasses spread	1lb	117-499	8.73(12)	Z	0.97				
soothe cream	28g	403-048	5.91(12)	S	0.85				
<i>nutritional supplements</i>									
bone meal tablets	100	403-147	7.37(12)	S	1.06				
	300	408-559	18.42(12)	S	2.65				
brewers yeast tablets	1200	093-906	15.64(12)	S	2.25				
desiccated liver tablets	100	408-690	11.12(12)	S	1.60				
iron capsules 20mg	50	313-825	9.03(12)	S	1.30				
rich-o-cal tablets	100	427-591	8.69(12)	S	1.25				
	300	446-278	21.89(12)	S	3.15				
spirulina 500mg	100	457-531	24.33(12)	S	3.50				
wheat germ oil capsules									
	50	463-976	7.30(12)	S	1.05				
	100	104-745	13.90(12)	S	2.00				
	100ml	106-773	13.55(12)	S	1.95				
trimline capsules	21 day	107-979	38.20(12)	S	5.50				
<i>synergistic formulas</i>									
gineng 400mg, B15, Damiana	saw Palmetto								
tablets	40	083-691	20.16(12)	S	2.90				
lecithin, vitamin E, selenium									
tablets	50	078-022	15.99(12)	S	2.30				
vitamin B6 HERBS									
tablets	100	088-930	14.25(12)	S	2.05				
vitamin C 500mg, bioflavonoids									
tablets	50	088-922	13.55(12)	S	1.95				
zinc, kelp vitamins A & D	100	088-948	11.82(12)	S	1.70				
tablets	100								
<i>vitamin supplements</i>									
vitamin A									
adrich A & D									
capsules	100	463-984	7.30(12)	S	1.05				
carotene capsules	100	471-995	14.60(12)	S	2.10				
vitamin B									
B complex capsules									
	100	472-324	9.38(12)	S	1.35				
	300	497-628	24.67(12)	S	3.55				
B6 tablets 10mg	100	498-212	7.65(12)	S	1.10				
vegevit B12 tablets	100	006-254	5.56(12)	S	0.80				
vitamin C									
rosemin tablets 100mg	100	038-075	8.34(12)	S	1.20				
	300	038-083	18.76(12)	S	2.70				
TOP C tablets 200mg									
	50	313-783	7.65(12)	S	1.10				
	100	313-791	13.55(12)	S	1.95				
	250	313-817	26.06(12)	S	3.75				
vitamin C 1g	14	041-145	7.30(12)	S	1.05				
vitamin E									
Fort-E-Vite cream									
	50g	054-965	13.55(12)	S	1.95				
	100iu	506-382	9.03(12)	S	1.30				
	100	059-287	17.03(12)	S	2.45				
	300	066-969	4.03	S	0.65				
	60	071-373	18.07(12)	S	2.60				
	120	079-012	34.40(12)	S	4.95				
	500	079-020	11.25	S	1.90				
	500iu	085-555	31.28(12)	S	4.50				
	100	085-647	55.25(12)	S	7.95				
	500	101-436	21.43	S	37.00				
Fort-E-Vite 1000									
1000iu	30	103-002	32.32(12)	S	4.65				
LIFEBUOY (Lever)									
effective August 13									
toilet soap	large	159-905	13.99(72)	S	...				
LIGNOSTAB (Boots)									
effective August 1									
cartridge 2%	500	482-059	40.86	S	70.48	POM			
LIGNOSTAB-A (Boots)									
effective August 1									
cartridges box of 500	160-077	40.86	S	70.48	POM				
LIGNOSTAB-A '100' (Boots)									
effective August 1									
cartridges 2%	500	462-283	40.86	S	70.48	POM			
LIGNOSTAB-N (Boots)									
effective August 1									
cartridges box of 500	160-127	40.86	S	70.48	POM				
LITTLE MISS MUFFET (Nutrition House)									
junket preparations									
liquid	214-312	4.05(12)	Z	0.45					
tablets	6	471-441	3.51(12)	Z	0.39				
LULLABY (Merrell & Pardoe)									
baby products									
soaps	150g	079-004	10.68(48)	S	0.36				
hankies 3-ply	6 x 10	080-036	11.52(50)	S	0.39				
nappies									
all-in-one	24	089-318	24.73(24)	Z	1.29				
delete 10 pack size only									
LUSTY'S (Lusty)									
effective August 13									
charcoal tablets	150	164-194	9.73(12)	S	1.40	GSL			
charlie charcoal & garlic tablets	100	375-055	9.83(12)	S	1.35	GSL			
garlic perles	50	164-251	5.21(12)	S	0.75	GSL			
	100	164-269	7.99(12)	S	1.15	GSL			
	200	219-626	14.60(12)	S	2.10	GSL			
	500	127-209	29.54(12)	S	4.25	GSL			
kelp powder	8oz	307-645	10.43(12)	S	1.50	GSL			
tablets	150	308-684	7.99(12)	S	1.15	GSL			
	500	326-090	20.50(12)	S	2.95	GSL			
passiflora tablets	150	377-267	11.12(12)	S	1.60	GSL			
seaweed tablets	100	365-924	9.73(12)	S	1.40	GSL			
wheat germ oil capsules									
	100	443-341	10.43(12)	S	1.50	GSL			
	250	219-624	23.28(12)	S	3.35	GSL			
LUX (Lever)									
effective August 13									
small	164-749	10.00(72)	S	...					
large	385-070	14.72(72)	S	...					
family	164-756	11.71(48)	S	...					
MAJA (Little Rock)									
entire entry									
METAMORF 561 (N.L. 561 Labs)									
herbal products									
Met-SH spray herbal	093-245	...	S	3.40					
METEX (Modern Health)									
soap	147-074	2.80(6)	S	0.69					
NEON (Jerome Russell)									
two tone body & hair									
spray	76ml	077-933	...	S	2.50				
gold shimmer, lilac shimmer, blue shimmer, pink shimmer									
NORTON (Norton of London)									
Belle									
bath grains with									
washcloth	273-227	...	S	1.99	□				
soap	261-719	...	S	0.95	□				
soap & talc	264-606	...	S	1.99	□				
talc	273-136	...	S	0.99	□				
Belle & Snoopy									
bath grains	273-169	...	S	0.39	□				
with washcloth	273-953	...	S	1.99	□				
Chelsea Flowers									
foam bath gel	250ml	229-641	...	S	2.95	□			
soap	193-037	...	S	1.45	□				
mini in a dish	297-234	...	S	0.45	□				
miniature pack of 6 & spring flowers pack									
Country Garden									
bubble bath	375-022	...	S	1.45	□				
Dutch Florist range									
bath salts	125g	282-954	...	S	1.33	□			
	300g	283-085	...	S	1.75	□			
soap	3 x 50g	275-529	...	S	1.95	□			
Floral Range									
bath salts	274-001	...	S	1.33	□				
soaps	273-987	...	S	1.33	□				
novelty soaps									
Accent on Sport									
soaps on rope									
rugby ball	196-022	...	S	1.50	□				
rabbit & egg soap									
Snoopy Soap Show									
flying ace & faithful mechanic									
Charlie Brown soap	231-431	...	S	0.95	□				
Lucky soap	068-072	...	S	0.95	□				
wsnoopy									
bath grains &									
washcloth	273-227	...	S	1.99	□				
lip balm	161-018	...	S	0.59	□				
soap	067-140	...	S	0.95	□				
mini	148-007	...	S	0.29	□				
soap & bubble bath	253-732	...	S	1.99	□				
soap, captioned									
wrappers	303-289	...	S	0.45	□				
4 golf balls	312-280	...	S	1.55	□				
soap on rope									
soccer ball	311-647	...	S	1.65	□				
for Him & Her									
tennis balls	302-869	...	S	1.75	□				
talc & soap	013-540	...	S	1.99	□				
Woodstock soap	098-194	...	S	0.95	□				
Joan Walsh Anglund									
talcum powder	328-179	...	S	0.75	□				
hand cream									
Waterflowers range									
bath gel	284-174	...	S	2.30	□				
crystals	100g	286-674	...	S	0.86	□			
	300g	291-383	...	S	1.45	□			
soap	150g	295-576	...	S	1.99	□			
hand soap	50g	297-994	...	S					

PANCREX V (Paines & Byrne)									
effective August 6									
forte	500	354-258	10.40	S	...	GSL	a		
PEARL DROPS (Carter Wallace)									
tooth polish	25ml	363-978	5.52(12)	S	0.69				
PECILOLOCIN									
Varition							d		
PHOTOKIS (Kis Services)									
colour print film 100ASA							r		
C41	110-24	007-955	0.75	S	1.45				
	126-24	005-686	0.75	S	1.45				
	135-24	007-922	0.75	S	1.45				
	135-36	007-948	0.97	S	1.99				
POTTERS (Booker Health)									
pastilles		225-300	5.82(12)	S	0.84	GSL	a		
catarrh		225-318	5.82(12)	S	0.84	GSL			
childrens cough		225-334	5.82(12)	S	0.84	GSL			
Gees linctus									
glycerin and blackcurrant		225-342	5.82(12)	S	0.84	GSL			
glycerin, lemon and honey		225-359	5.82(12)	S	0.84	GSL			
glycerin of thymol		225-367	5.82(12)	S	0.84	GSL			
menthol and eucalyptus		225-326	5.82(12)	S	0.84	GSL			
PREHENSOL (Dermal)									
effective August 1									
cream	50g	226-183	2.75	S	...	P	a		
PRETTY POLLY (Pharmagen)									
effective August 1									
support tights		027-664	5.85(6)	S	1.45		a		
non-stop comfort		011-494	5.85(6)	S	1.45				
touch of support									
trivolt-all shades		478-313	7.63(3)	S	3.90		d		
tru support		497-305	6.46(6)	S	1.65				
under control briefs									
PRIADEL (Delandale)									
effective August 1									
tablets 400mg	100	227-256	3.78	S	...	POM	a		
	1000	227-264	31.88	S	...	POM			
PSORIDERM (Dermal)									
effective August 1									
bath emulsion	200ml	229-385	2.44	S	...	P	a		
cream	225ml	229-393	2.84	S	...	P			
scalp lotion	112ml	229-401	2.56	S	...	P			
RENNIE (Nicholas Laboratories)									
tablets	12	236-570	6.53(36)	S	0.27	GSL			
original 598-268.spearmin	598-334								
	24	100-123	8.105(24)	S	0.51	GSL			
original 598-276.spearmin	598-250								
	48	100-131	6.655(12)	S	0.84	GSL			
original 592-261.spearmin	585-109								
	96	100-149	9.595(12)	S	1.21	GSL			
original 592-253.spearmin	568-212								
RO-AVIT (Roche)									
tablets 5,000iu	100	446-500	1.80	S	3.11	POM			
SALACTIN (Dermal)									
effective August 1									
wart paint	10ml	319-061	1.62	S	...	P	a		
SCHOLL'S (Scholl)									
creme foot bath		070-771	8.22(12)	S	1.05		a		
foot deodorant	112g	254-524	9.00(12)	S	1.15				
anti-perspirant	112g	254-532	9.00(12)	S	1.15				
foot powder	80g	471-227	7.43(12)	S	0.95	GSL			
foot refresher spray	112g	254-714	9.00(12)	S	1.15				
insoles									
Air Pillo									
half	pr	045-013	4.06(12)	S	0.54		i		
mens	pr	254-789	6.39(12)	S	0.85				
womens	pr	251-777	5.94(12)	S	0.79				
Cozy Soles									
mens	pr	254-797	8.94(12)	S	1.19		a		
womens	pr	261-354	8.94(12)	S	1.19				
rough skin remover		386-672	9.00(12)	S	1.15				
shoe deodoriser spray		254-896	9.00(12)	S	1.15				
softening lotion		424-952	9.00(12)	S	1.15				
sports aid range									
elasticated strapping		038-240	15.57(12)	S	1.99				
cold/hot pack		235-606	31.23(12)	S	3.99				
finger/toe protection		038-232	6.97(12)	S	0.89				
scorbthane heel									
cushions		037-135	23.40(12)	S	2.99		a		
sport supports									
athletic		035-436	30.44(12)	S	3.99		a		
SECRETIN (Boots)									
effective August 1									
vial	10ml	256-537	3.41	S	...	POM	a		
SHIELD (Lever)									
effective August 13									
deodorant soap	large	141-101	13.62(72)	S	...		a		
	family	352-260	11.09(48)	S	...				
SMITH & NEPHEW (Smith & Nephew)									
eye pad & bandage	no16	196-121	3.36(12)	S	0.44		i		
SONGCREST (Merrell & Pardoe)									
all-in-one nappies	10	078-998	...	Z	1.19		i		
SUIVIE (Merrell & Pardoe)									
body spray	75ml	050-120	5.36(12)	S	0.69		i		
candid pink,misty blue,shades of musk,stunning purple, vibrant green									
SURF CITY (English Grains)									
aerovite mineral salt drink		488-874	6.19(24)	S	0.38	GSL	i		
330ml	013-508	11.30(6)	S	3.25	GSL				
L-Ornithine tablets	275mg								
milk & egg protein powder	330g	022-129	7.96(6)	S	1.99	GSL			
S.P.D. tablets 5000 units	36	013-490	13.55(6)	S	3.89	GSL			
SWEETEX (Crookes Products)									
liquid powder	40ml	205-211	8.55(12)	Z	0.95				
tablets	325g	012-328	14.31(12)	Z	1.59				
	200	277-236	3.60(12)	Z	0.40				
	500	277-251	7.47(12)	Z	0.83				
	750	489-039	9.63(12)	Z	1.07				
	950	453-043	12.15(12)	Z	1.35				
	2000	277-269	21.15(12)	Z	2.35				
tablets/dispenser	1200	236-984	15.21(12)	Z	1.69				
TIKI (Lane)									
effective August 13									
wild herb cosmetics									
almond complexion milk	120cc	123-950	7.65(12)	S	1.10		a		
apricot moisture balance									
cream	50g	126-516	11.12(12)	S	1.60				
calendula night cream	30g	138-347	7.65(12)	S	1.10				
cucumber cleansing milk	120cc	138-438	7.65(12)	S	1.10				
elderblossom cream for rough dry skin	30g	141-846	7.65(12)	S	1.10				
elder & lemon skin									
freshener	120cc	148-734	7.65(12)	S	1.10				
foam bath	250cc	150-094	9.38(12)	S	1.38				
hairsare									
conditioner	120cc	157-206	7.30(12)	S	1.05				
henna powder 175g							d		
powder rinse sachet x	5	157-321	10.56(12)	S	1.52		a		
shampoo	120cc	157-461	5.70(12)	S	0.82				
vitamin E									
high potency oil	75cc	166-249	19.46(12)	S	2.80				
skin cream	50g	180-182	14.60(12)	S	2.10				
soap	bar	189-613	11.82(12)	S	1.70				
witch hazel cleansing									
milk	120cc	197-871	6.95(12)	S	1.00				
cream	30g	197-913	6.95(12)	S	1.00				
skin freshener	120cc	213-124	6.95(12)	S	1.00				
TOPOIL (Jeffrey Martin)									
(distributors Carnation Health Care)									
	50ml	046-219	13.36(12)	S	...		i		
	70ml	190-264	15.44(12)	S	...		r		
	125ml	046-243	19.60(12)	S	...		i		
VARICLENE (Dermal)									
effective August 1									
gel	50g	489-823	4.89	S	...	P	a		
VARIOTIN (Leo)									
entire entry							d		
VICHY (Vichy)									
effective August 1									
cleansing bar	150ml	210-732	1.52	S	2.49		a		
250ml		232-512	2.07	S	3.40				
		253-377	2.74	S	4.50				
		406-595	2.04	S	3.35				
Deorax hairloss treatment									
6 ampoules		261-271	5.42	S	8.90				
12 ampoules		261-289	8.80	S	14.45				
Equalia									
2000	30ml	078-972	2.40	S	3.95		i		
Matinales									
tonic		249-516	2.28	S	3.75		a		
night cream nourishing		403-980	2.89	S	4.75				
tonic	150ml	269-779	2.07	S	3.40				
Vichyderm revitalising		269-787	2.74	S	4.50				
cream		498-808	4.23	S	6.95				
WORTH (Worth)									
effective August 1									
Je Revises									
bath & body oil	C83	263-608	...	S	13.00		a		
body satin	C.664	458-596	...	S	11.50				
dusting powder									
tortoiseshell	C9147	332-953	...	S	11.50				
refill	RC9147	410-159	...	S	6.50				
eau de toilette									
48g	C91571A	453-039	...	S	11.95				
boule	C.9550J	448-415	...	S	16.50				
parfum									
flacon luxe									
C4 only	62 C2	045-021	...	S	120.00		i		
savon bain	C740	073-536	...	S	5.00		a		
savon de toilette									
(1)	C51	073-437	...	S	3.50				
(3)	C726	073-452	...	S	9.50				
Miss Worth									
soap	M651	309-401	...	S	3.50		a		
Monsieur Worth									
savon bath	5840	399-303	...	S	4.00				
toilettes (3)	5826	399-311	...	S	7.50				
Worth Pour Homme									
after shave									
balm	125ml	044-047	...	S	11.00		i		
toilet soap	100g	240-537	...	S	3.50				
WOTAN (Wotan)									
flip flash		040-022	1.20	S	...				
projector lamps	A1/5	083-360	9.49	S	...		a		
	A1/91	333-062	13.32	S	...				
	A1/215	333-161	2.00	S	...				
	A1/216	333-179	2.37	S	...				
	A1/220	333-187	1.76	S	...				
	A1/223	333-195	2.98	S	...				
	A1/229	083-410	5.72	S	...				
	A1/230	333-203	5.36	S	...				
	A1/231	333-211	5.36	S	...				
	A1/232	083-428	6.37	S	...				
	A1/234	083-436	3.83	S	...				

A1/17, A1/59, A1/203, A1/252, A1/261 & A1/262

P1/11	040-030	10.80	S	...
P1/12	040-394	7.66	S	...
P1/13	060-053	6.18	S	...
P1/15	041-061	8.36	S	...
M/31	049-700	0.54	S	...
M/32	227-272	2.55	S	...

YARDLEY (Yardley)

Chique

Cologne sprays

1oz 4144J 104-927 2.869 S 4.95

2oz 4144 104-968 4.608 S 7.95

correct pip codes

AMENDMENTS TO KEY TO SUPPLIERS**Anchor Foods Ltd**

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Wilts

0793 32181

Crofts Perfumery Ltd

7 Pottergate

Norwich NR2 1DS

0603 612423

Dentone Ltd Of Bury

37 Knowsley Street

Bury

061 761 2671

Dipler Ltd

Instrument Division

P. O Box 172

Watford

Herts WD1 1BX

Watford 31784

Eden Toiletries

54 Barton Road

Water Eaton

Bletchley

Milton Keynes MK2 3BN

(0908) 795 28

d Edwards, Lawrence, & Co Ltd

Unit 21 The Gate Studio

Station Road

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Herts WD6 1DO

01 953 4456

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GENERIC LIST: amendments

The following Drug Tariff (England and Wales) price changes, additions and deletions for July have been notified by the Pharmaceutical Services Negotiating Committee. The prices and listings shown in the *C&D* Generics List should be amended accordingly.

Price changes

Eyedrops	Amethocaine BP 1% — 117p per 10ml
	Homatropine BP 1% — 95p per 10ml
	Homatropine BP 2% — 99p per 10ml
	Hyoscine BP 0.25% — 63p per 10ml
	Phenylephrine BPC 10% — 142p per 10ml
	Physostigmine BPO 0.25% — 128p per 10ml
	Physostigmine BPO 0.5% — 132p per 10ml
	Pilocarpine BP 1% — 48p per 10ml
	Pilocarpine BP 2% — 51p per 10ml
	Pilocarpine BP 4% — 63p per 10ml
	Sulphacetamide 10% — 108p per 10ml
	Zinc Sulphate BPO 0.25% — 124p per 10ml
	Zinc Sulphate & Adrenaline — 99p per 10ml
Mixtures	Kaolin & Morphine — 185p per 2l
Ointments	Zinc & Castor Oil — 173p per 500g
Tablets	Barbitone Sodium 300mg — 176p per 100
	Calcium Gluconate Effervescent — 402p per 100
Miscellaneous	Diamorphine Hydrochloride — 728p per 2g
	Menthol — 548p per 100g

Additions

Capsules	Disapyramide Phosphate 200mg 100	551-259
Syrup	Metoclopramide 100ml	551-275
Tablets	Sulphasalazine 500mg 500	551-267
	Trimethoprim BP 100mg 250	805-820
	Glibenclamide BP 5mg 1000	551-283
	Trimethoprim 200mg 500	551-473

Deletions

Acids	Tartaric Acid (1kg)	772-640
Elixirs	Caffeine Iodide & Ephedrine 500ml	796-888
	Caffeine Iodide & Ephedrine 2l	796-870
	Nux Vomica 500ml	796-797
	Liquid Paraffin & Kaolin 1.8l	790-543
Emulsions	Borax 500ml	790-261
Liniments	Aconite Belladonna & Chloroform 2l	788-380
Mixtures	Senna Co 500ml	787-705
Mouthwashes	Phenate of Soda 100ml	734-848
Ointments	Coal Tar & Zinc 500g	791-293
	Methyl Salicylate & Capsicum 500g	790-964
	Liquorice 50g	739-672
Oral Powders		

VAT READY RECKONER—15 %

Basic Price	VAT @ 15%	Inclusive Price	Basic Price	VAT @ 15%	Inclusive Price	Basic Price	VAT @ 15%	Inclusive Price	Basic Price	VAT @ 15%	Inclusive Price
1	0.15	1.15	51	7.65	58.65	101	15.15	116.15	151	22.65	173.65
2	0.30	2.30	52	7.80	59.80	102	15.30	117.30	152	22.80	174.80
3	0.45	3.45	53	7.95	60.95	103	15.45	118.45	153	22.95	175.95
4	0.60	4.60	54	8.10	62.10	104	15.60	119.60	154	23.10	177.10
5	0.75	5.75	55	8.25	63.25	105	15.75	120.75	155	23.25	178.25
6	0.90	6.90	56	8.40	64.40	106	15.90	121.90	156	23.40	179.40
7	1.05	8.05	57	8.55	65.55	107	16.05	123.05	157	23.55	180.55
8	1.20	9.20	58	8.70	66.70	108	16.20	124.20	158	23.70	181.70
9	1.35	10.35	59	8.85	67.85	109	16.35	125.35	159	23.85	182.85
10	1.50	11.50	60	9.00	69.00	110	16.50	126.50	160	24.00	184.00
11	1.65	12.65	61	9.15	70.15	111	16.65	127.65	161	24.15	185.15
12	1.80	13.80	62	9.30	71.30	112	16.80	128.80	162	24.30	186.30
13	1.95	14.95	63	9.45	72.45	113	16.95	129.95	163	24.45	187.45
14	2.10	16.10	64	9.60	73.60	114	17.10	131.10	164	24.60	188.60
15	2.25	17.25	65	9.75	74.75	115	17.25	132.25	165	24.75	189.75
16	2.40	18.40	66	9.90	75.90	116	17.40	133.40	166	24.90	190.90
17	2.55	19.55	67	10.05	77.05	117	17.55	134.55	167	25.05	192.05
18	2.70	20.70	68	10.20	78.20	118	17.70	135.70	168	25.20	193.20
19	2.85	21.85	69	10.35	79.35	119	17.85	136.85	169	25.35	194.35
20	3.00	23.00	70	10.50	80.50	120	18.00	138.00	170	25.50	195.50
21	3.15	24.15	71	10.65	81.65	121	18.15	139.15	171	25.65	196.65
22	3.30	25.30	72	10.80	82.80	122	18.30	140.30	172	25.80	197.80
23	3.45	26.45	73	10.95	83.95	123	18.45	141.45	173	25.95	198.95
24	3.60	27.60	74	11.10	85.10	124	18.60	142.60	174	26.10	200.10
25	3.75	28.75	75	11.25	86.25	125	18.75	143.75	175	26.25	201.25
26	3.90	29.90	76	11.40	87.40	126	18.90	144.90	176	26.40	202.40
27	4.05	31.05	77	11.55	88.55	127	19.05	146.05	177	26.55	203.55
28	4.20	32.20	78	11.70	89.70	128	19.20	147.20	178	26.70	204.70
29	4.35	33.35	79	11.85	90.85	129	19.35	148.35	179	26.85	205.85
30	4.50	34.50	80	12.00	92.00	130	19.50	149.50	180	27.00	207.00
31	4.65	35.65	81	12.15	93.15	131	19.65	150.65	181	27.15	208.15
32	4.80	36.80	82	12.30	94.30	132	19.80	151.80	182	27.30	209.30
33	4.95	37.95	83	12.45	95.45	133	19.95	152.95	183	27.45	210.45
34	5.10	39.10	84	12.60	96.60	134	20.10	154.10	184	27.60	211.60
35	5.25	40.25	85	12.75	97.75	135	20.25	155.25	185	27.75	212.75
36	5.40	41.40	86	12.90	98.90	136	20.40	156.40	186	27.90	213.90
37	5.55	42.55	87	13.05	100.05	137	20.55	157.55	187	28.05	215.05
38	5.70	43.70	88	13.20	101.20	138	20.70	158.70	188	28.20	216.20
39	5.85	44.85	89	13.35	102.35	139	20.85	159.85	189	28.35	217.35
40	6.00	46.00	90	13.50	103.50	140	21.00	161.00	190	28.50	218.50
41	6.15	47.15	91	13.65	104.65	141	21.15	162.15	191	28.65	219.65
42	6.30	48.30	92	13.80	105.80	142	21.30	163.30	192	28.80	220.80
43	6.45	49.45	93	13.95	106.95	143	21.45	164.45	193	28.95	221.95
44	6.60	50.60	94	14.10	108.10	144	21.60	165.60	194	29.10	223.10
45	6.75	51.75	95	14.25	109.25	145	21.75	166.75	195	29.25	224.25
46	6.90	52.90	96	14.40	110.40	146	21.90	167.90	196	29.40	225.40
47	7.05	54.05	97	14.55	111.55	147	22.05	169.05	197	29.55	226.55
48	7.20	55.20	98	14.70	112.70	148	22.20	170.20	198	29.70	227.70
49	7.35	56.35	99	14.85	113.85	149	22.35	171.35	199	29.85	228.85
50	7.50	57.50	100	15.00	115.00	150	22.50	172.50	200	30.00	230.00

1984

CHEMIST & DRUGGIST CHEMIST ASSISTANT OF THE YEAR COMPETITION

Organised in conjunction with NPA

**your chance to
win up to
£1,000**

Chemist Assistants are very important people! Which is why Chemist & Druggist and our co-sponsors — May & Baker and Vichy — want to reward some of the very best. Perhaps you! Being the best means keeping up to date with the products you sell, and the way you sell them, so with the support of the National Pharmaceutical Association we are relating this year's Competition very much to training. If you have participated in any NPA-approved training during the past year you can compete for specially-reserved places in the grand final — but if not you can still win through to the top prizes by proving your worth with the right answers to questions in section one of the entry form. The C&D Chemist Assistant of the Year will take away a cash prize of £1,000, and there is £500 for the runner up, with £250 for third position. Nor is the trainer forgotten: the pharmacist signing the winner's entry form will receive a holiday voucher worth £250. The road to the final and the prizes is now open: why not take the first step along it by sending in your entry TODAY?

SPONSORED BY
M&B May & Baker  **VICHY**

SECTION 1

Entrants whose pharmacist certifies that they have participated in NPA-approved training schemes are exempt from this section. All entrants must answer the two parts of section 2.

- 1 Give four different uses for disinfectants.
- 2 A customer says she dislikes natural sponges because they get slimy. What can she do?
- 3 List four different types of thermometer.
- 4 You are out of stock of branded products for the treatment of cold sores. What could you recommend as an alternative?
- 5 A customer whom you know as a diabetic purchases a corn lotion. What would you do?
- 6 What is one of the most common ingredients causing allergic reaction to skin care preparations?
- 7 A customer asks for a product you do not stock. What would you do?
- 8 For whom is a low-fibre diet likely to be recommended?
- 9 What is an FP14?
- 10 For what are infra-red lamps used?
- 11 Why is evaporated milk unsuitable for babies?
- 12 What are the three causes of constipation?

Before you enter please read these rules carefully.

1. The Competition is open to all assistants employed for a minimum of sixteen hours a week in retail pharmacies.
2. No person who has any financial interest in the pharmacy in which they are employed is allowed to enter the competition.
3. Grand final winners are excluded from all future Competitions. Previous grand final winners may not enter the 1984 Competition.
4. Each entry must be on an official entry form. It must be completed in ink or ball pen and must be legible.
5. Completed entries must be sent to "Chemist & Druggist 1984 Chemist Assistant of the Year Competition", Benn Publications, Freepost, Tonbridge, Kent, TN9 1YZ, to arrive before midday, September 30, 1984. Proof of posting cannot be accepted as proof of receipt.
6. The declaration on the entry form must be signed by the pharmacist who is either the proprietor or manager of the pharmacy in which the assistant is employed.
7. All entries will be examined by a panel of judges whose decision will be final. No correspondence will be entered in to. Entrants are bound by the rules and the judges' interpretation thereof.
8. Contestants who have completed the entry form in the most apt and suitable manner will be selected by the judges for the grand final, within the following categories: (1) Holders of NPA training certificate; (2) Participants in NPA local training group courses; (3) Participants in NPA-approved training courses (NPA or company-sponsored); (4) Assistants who have not participated in training courses but who have completed both sections 1 and 2 of the entry form. The training must have been undertaken during the year ended September 30, 1984.
9. At the grand final a panel of judges will interview contestants and ask questions on aspects of chemist assistants' work and responsibilities. The first prize winner, who will be named "C&D 1984 Chemist Assistant of the Year", will receive a prize of £1,000. The second prize will be £500 and the third will be £250. Travelling expenses will be reimbursed to all grand finalists.
10. At the grand final the judges, who will be appointed by the organisers, will be chaired by the chairman of the National Pharmaceutical Association and include the Editor of *Chemist & Druggist*. The judges may at any time appoint nominees acceptable to the sponsors, if they are unable to attend. The decision of the judges will be final and legally binding. No correspondence will be entered into.
11. The grand final will be held at the Sheraton Skyline Hotel, Heathrow Airport, on Thursday, November 29.

SECTION 2



"We're off to Tenerife on Saturday . . ."

We hope this isn't your pharmacy, but in not more than 150 words, suggest how the assistant might continue the conversation to the benefit of both the customer and her business. (All entrants).

Identify six merchandising errors in this picture. Suggest the one improvement you consider would most improve sales. (All entrants)



Please complete these details **IN BLOCK CAPITALS.**

Name.....

(Miss/Mrs/Mr)

Home Address.....

I am employed for at least 16 hours a week at.....

(Pharmacy name and address)

I have participated in the following training during the year ended September 30, 1984.....

Now ask your pharmacist to endorse your entry.

Declaration by pharmacy proprietor or manager.

The assistant named has, in my opinion, sufficient responsibility and experience to be a suitable entrant for the competition. I confirm the training participation recorded by the entrant.

Name.....

Qualification.....

Position.....

Signature.....

Post your entry now to:

"Chemist & Druggist 1984 Chemist Assistant of the Year Competition", Benn Publications Ltd, Freepost, Tonbridge, Kent TN9 1YZ.

Closing date for entry is September 30, 1984.



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Recommend an ideal range for your customers

- * Cream with a vanishing base, rapidly absorbed
- * Ointment for dry irritated conditions
- * Suppositories for a measured dose of internal medication

Piles and associated anal irritation are very common ailments, as every retail pharmacist knows. With Anusol, you can recommend the most suitable presentation from a medically-prescribed range of treatments – all of them soothing and effective, and a thoroughly professional recommendation.

To help your shy customers, there's a compact display unit for Anusol – please let us know if you would like one.

**WARNER
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HEALTH CARE**

the name people feel better with



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First came Gossamer, the sheath that set the standard all the others had to follow.

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Nu-Form Extra Safe, the first ever spermicidally lubricated sheath, which is as reliable as the Mini-Pill. But have we surpassed even our own high standards?

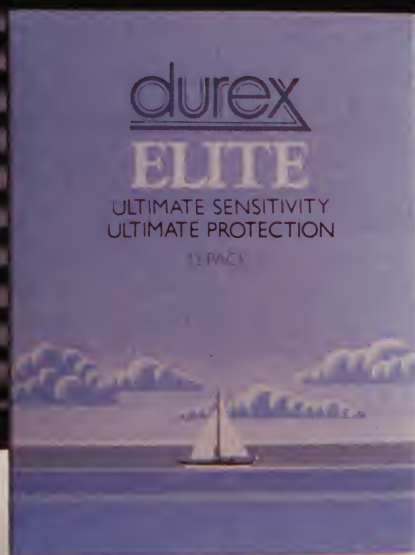
But never this Elite.

Introducing new Durex Elite.
Quite simply, new Elite is the sheerest,
safest, most sensitive Durex ever.

We think it could prove
to be the most profitable
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enjoys an enviably high
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can see, it comes resplendent in a
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the national press and the colour sups.
Don't you think it's time you
joined the Elite.

Durex, Gossamer, Fetherlite, Nu-Form Extra Safe
and Elite are all trade marks of LRC Products Ltd.

durex





Alphabet aprons from Hermesetas

An A-Z of healthy living is the colourful theme of Hermesetas' new on-pack consumer offer — a specially designed alphabet apron.

Hermesetas' two dispenser packs, the 300, tablet pocket pack and the 1200, tablet table top pack, have been blistered onto special promotional backing cards which feature the apron in full colour.

Made from 100 per cent cotton and PVC coated, the apron is available at the offer price of £2.35 plus post and packing. Coupons are on the back of the promotional packs. *Crookes Products Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA.*

London test for Lanacane bath oil

Lanacane moisturising bath oil (125ml, £3.95) is to go on-test in London.

The bath oil is layered to give a "two-way treatment" for dry skin, claim manufacturers Combe International.

"A moisturising layer disperses in the bath searching into the pores to revitalise dry skin as you soak. A second long-lasting layer floats on the surface of the water which locks in moisture and protects skin from drying out". Advertisements will run in the women's Press and Sunday supplements. Distributors are *Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks SL1 4AU.*

J&J soap update

Johnson & Johnson are relaunching their baby soap. The existing rectangular tablet, with a claimed 56 per cent market share, is being replaced by a new "pillow" shape — rounded at the edges and curved on the underside. Prices and sizes are unchanged but packs have been updated and will be price marked during the relaunch period. *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 4EH.*

September launch for Oral B 32

Oral B Laboratories have added a new toothbrush to their professional range.

Oral B 32 (£0.85) has a head designed in line with recent demands for a smaller, more compact, densely packed head, says the company.

It consists of four rows of filaments. Each row has eight tufts of about 40 end-rounded, soft nylon filaments. The handle is straight and flat.

The brush is to be available from September 1, following successful trial through dental surgeries, say *Oral B Laboratories, Gatehouse Road, Aylesbury, Bucks HP19 3ED.*

Harrods launch for fragrance

A French perfume called *Sinan* de J. Marc Sinan, currently on sale in Harrods, will be available to top chemist outlets from October 1.

The perfume has a rose and jasmine scent. Says the supplier: "Jasmine and ylang complement the patchouli and oak moss to create a warm and rich note."

Included in the range are perfume (¼oz £27.50; ½oz £40; 1oz £69.50 and ¼oz vaporiser £27.50) eau de toilette (50ml £17.50; 100ml £27; 50ml vaporiser, £20; 60ml vaporiser, £23 and 100ml vaporiser, £29.50). *Anne Moore Enterprises Ltd, 89 Newlands Crescent, East Grinstead, Sussex.*

For Winter feet

Scholl's Autumn/Winter 1984 range consists of shoes, redcurrant (both £13.99), barley (£14.99) and leather-look, high-heeled, dark brown (£16.99) styles.

The range replaces the Homecomes series in marine, black, burgundy and chestnut mule, say *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.*

Raising a voice in alarm!

Braun UK plan to introduce three quartz alarm clocks by September (see C&D Electronics Feature, June 30, p1266). Two of the clocks are voice controlled.

The AB30VS (£14.99) and AB45VSL (£19.99) will automatically switch off on receiving a voice command. Four minutes later the alarm reactivates and will continue until a further command is given. This snooze function, with increasing volume alarm, operates for up to 40 minutes or until the "off" button is pressed.

The AB45VSL also has an illuminated



dial. Both clocks are available in black only.

The third clock, the Braun quartz AB2, comes with a bleeper alarm (£7.99). It is available in maroon, green, yellow, black and white. *Pharmogen Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

ON TV NEXT WEEK

Ln London	WW Wales & West	Wc Westward
M Midlands	So South	B Border
L Lancs	NE North-east	G Grampian
Y Yorkshire	A Anglia	E Eireann
Sc Scotland	U Ulster	C Channel Is
Bt Breakfast Television	C4 Channel 4	

Anadin Extra:	Ln, M, Y, So, NE, A
Anne French cleansers:	C4(M, Y, So, A, U, B, G, NE, WW)
Arrid for Men:	M, C4
Askit powders:	So
Cidal soap:	Bt, C4
Colgate pump dispenser:	All areas
Crookes Sport:	All areas
Elastoplast:	All areas
Flashlights:	All areas
Harmony:	All areas
Haze Pomander:	All areas
Immac hair remover:	Ln, M, Lc, Y, NE
Jaap's health salts:	Sc
Kleenex Velvet:	Lc, Y, NE
Lady Grecian:	M, Lc, Y, Ne, WW
Linc Beer shampoo:	C4(M), Bt
Mafu:	Bt(Ln, So)
Oil of Ulay:	All areas
Optrex:	C4
Simple soap & skincare:	Ln, M, A, Bt, C4
Sweetex Plus:	All areas
Super Softies:	Bt
Temana Colourfresh:	C4
Tramil:	M, Y, So, A
Unican homebrews:	M, Lc, Y, NE
Wilkinson Sword Retractor:	All areas
Yardley Gold:	All except Lc, WW, CI

Chemist & Druggist 11 August 1984

PRESCRIPTION SPECIALITIES

Motilium Data Sheet changes

Product licences of right for six Abbott Laboratories products, including Erythrocin oral suspension, expire on August 31 and the products may not be resold after that date.

They are: Enduronyl, Enduronyl forte, Eutonyl, Iberol, Paradione and Erythrocin oral suspension (as erythromycin stearate).

The company has decided not to apply for renewal of the licences. Returns for credit cannot be accepted until August 31, say *Abbott Laboratories Ltd, Queenborough, Kent ME11 5EL*.

Diprosalic

Manufacturer: Kirby-Warwick Pharmaceuticals Ltd, Mildenhall, Bury St Edmunds, Suffolk IP28 7AX

Description Ointment: 0.05 per cent betamethasone as the dipropionate ester and 3 per cent salicylic acid in a smooth white preservative-free ointment. **Scalp lotion:** 0.05 per cent betamethasone as dipropionate ester and 2 per cent salicylic acid in preservative-free isopropyl alcohol base. It is formulated to spread without adherence to the hair

Indications: Hyperkeratotic and dry corticosteroid-responsive dermatoses where the cornified epithelium may resist penetration of a steroid. The salicylic acid has a descaling action which allows access of the corticosteroid to the underlying diseased areas of the dermis more rapidly than by applying steroid alone

Administration Ointment: In most cases a thin film should be applied to cover the affected area twice daily. **Lotion:** In most cases a few drops should be applied to the affected areas twice daily and massaged gently and thoroughly into the skin. For some patients adequate maintenance therapy may be obtained with less frequent application. Should be prescribed for two weeks and then reviewed. Maximum weekly dose should not exceed 60g

Contraindications Rosacea, acne and peri-oral dermatitis. Hypersensitivity to ingredients. Tuberculous and most viral skin lesions, particularly herpes simplex, vaccinia and varicella. Should not be used in fungal or bacterial infections without concurrent anti-infective therapy.

Occlusion must not be used because the keratolytic action of the salicylic acid may lead to enhanced absorption of the steroid

Warnings: Long-term continuous therapy should be avoided. Avoid contact with eyes and mucous membranes. Safety in

pregnancy not established therefore should not be used in large amounts or for long period during pregnancy

Side effects: Continuous application may cause local skin atrophy, striae and superficial vascular dilation, particularly on the face. Prolonged use of salicylic acid may cause dermatitis

Packs Ointment: 30g (£2.95 basic NHS) and 100g (£8.25) tubes. **Lotion:** 30ml (£3.95) and 100ml (£9.95) bottles

Supply restrictions: Prescription only
Issued: August 1984

Motilium Data Sheet changes

Indications for Motilium now include symptomatic relief of nausea and vomiting in Parkinson's disease caused by levodopa or bromocriptine. Its use is limited to a maximum of 12 weeks.

Bromocriptine and levodopa act on central dopaminergic receptors but also have unwanted effects on peripheral D₂ receptors around the stomach and chemoreceptor trigger zone. Consequently some patients may feel nauseous and may vomit.

Motilium is thought to protect the peripheral D₂ receptors leaving receptors in the basal ganglia free to respond to anti-parkinsonian drugs.

Patients may "acclimatise" to levodopa or bromocriptine so that they no longer feel nauseous. It is thought that Motilium will be used mainly for new patients, those whose dose is increased, or for those who have occasional episodes of vomiting during long-term anti-Parkinsonian therapy. *Janssen Pharmaceutical Ltd, Grove, Wantage, Oxon OX12 0DQ*.

BRIEFS

Evans generic naproxen: Evans Medical have introduced naproxen tablets 500mg to be available at a promotional trade price of £17.99 per 100 until September 21. The tablets are white, capsule-shaped, engraved with the Evans logo on one side with code number "278" and strength "500" separated by a break line on the other. They are supplied in Securitainers. *Evans Medical Ltd, The Old Post House, London End, Beaconsfield, Bucks*.

Roaccutane Data Sheet revised: The data sheet for Roaccutane now includes a warning that pregnancy should be excluded before instituting therapy. Patient information leaflets have also been modified. *Roche Products Ltd, PO Box 8, Welwyn Garden City, Herts AL7 3AY*.

No.1 in Hair Care

Lady Jayne means the very latest in hair fashion styles. New, exciting products launched regularly. All packaged in eye-catching pastel colours, that harmonise perfectly, to create in-store excitement.



A selection from the vast, ever-changing range of Lady Jayne Hair Fashion Accessories. The signature on the Brand Leader is

Lady Jayne

Laughton & Sons Limited,
Warstock Road, Birmingham
021-474 5201

Going for Brand L Smoker's Tooth



£2,200,000 Press & Radio Campaign for Topol Smoker's Toothpaste.

Topol has been the most aggressively promoted smoker's toothpaste of all time.

Now, Jeffrey Martin is pleased to announce the heaviest ever programme for Topol, designed

to catapult the brand to leadership of its sector. Two new pack sizes – 50ml for the new user and 125ml for the economy minded – and new advertising at saturation levels in newspapers and on radio.

Leadership of the Toothpaste Market



ANOTHER SUCCESSFUL BRAND FROM JEFFREY MARTIN.

Stock up now with the special price-marked packs – these will be heavily promoted in Topol advertising from August to October.

Topol*

TOMORROW'S BRAND LEADER.



A designer's pack-drill

Durex, Glints and Every Ready appear to have little in common but in fact there is a very strong link. That link is John Brimacombe, who for the second year running has won a Gold Clio award for packaging designed for the chemist sector.

Clio — the packaging equivalent to the film industry's Oscar — are hard to come by. Yet last year John scooped the competition with Glints and this year repeated his success with Durex, gaining also a commendation for Ever Ready Gold Seal. *C&D* took a look at the man and his work and found a refreshing, down-to-earth attitude to design.

A textbook approach to a client's problem is not John's cup of tea — as Ever Ready marketing director Peter Bonner found on their first meeting. "We fell over him in early '83 after he had been recommended by our advertising agency. And he turned out to be the complete reverse of a typical designer.

"First of all, he speaks with a lovely Cockney accent. He doesn't project himself at all — or rather he does, but in a very downbeat way. He doesn't wear fancy clothes or trendy gear; he's slightly balding on top, chubby and cheerful — a lovely guy."

John's first criterion for any job is research. "You must look at the existing market before deciding which way to go", he says. For Every Ready, research showed the company had a fight on to both re-establish its heritage and take on the might of Duracell's successful advertising campaign. The batteries were also found to have a reputation for leaking — hence the development of the seal idea.

Time to think

"Design", says John, "is three minutes looking and three seconds drawing. It's all about thinking so that when you put something down on paper it's right."

One idea that was being considered by Every Ready for the new alkaline range was the name Excell. While considered a nice pun on the dry-cell battery, it was shelved because it was thought too clever. "What we wanted was a premium product with a name that would be of equal prominence to Ever Ready", says Bonner.

Off went John with the research; "Within

a couple of weeks he was back with a rough draft of Gold Seal. And he had an idea to take the band right over the top sealing the cell. Technically it could be done but it's not very practical — for one thing it would have cost us about £1/4m on machines."

Design however comes at a cost — seal or no seal. "John gave us a quote for the whole job which really blew our minds. I mean we'd never paid designers that kind of money in our lives — tens of thousands of pounds.

Sealing a deal

"So I went along, banged the table a bit, said 'no we're not paying that' and negotiated the fee down. The problem is when you're buying design, you don't know what it is you're buying — it's terribly intangible."

Neither man sees Gold Seal as a copy of Duracell. "We did not set out to copy



Can John make it third time lucky next year and win yet another Clio?



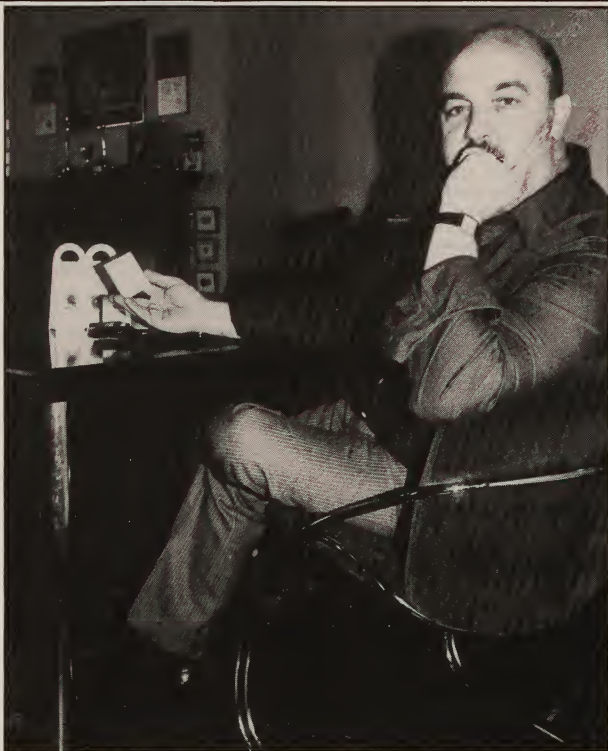
Durex: A market leader looking for an up-dated image



Glints: A new product needing to make its mark



Gold Seal: Meeting the Duracell challenge



"He doesn't wear fancy clothes or trendy gear; he's slightly balding on top, chubby and cheerful — a lovely guy."

Duracell at all," says Bonner, "but the question you have to ask is 'Did the impact of Duracell help to create the preference shown in our research?'"

The company is more than happy with the outcome — Gold Seal has been a bigger success than they hoped. "We targetted internally for a 15 per cent share of the alkaline sector, yet over the past four months it's swung between 15 per cent and 25 per cent with a balance figure of around 18.6 per cent." Bonner is convinced they got value for money from Brimacombe. "But don't ask me to put a price on it, because it's impossible — its completely intangible."

Money considerations were also behind LRC's initial look at a redesign for Durex. Research had shown that pack structure changes could save some £100,000 a year and, with the right pack, the transition could be made from display trays to shrinkwraps — a further saving.

In its own right Durex was doing well. But while ruling the sheath market, the brand was fighting an image battle with the likes of the Pill. And it was not helped by a public image of sheaths as being "old hat".

Mike Broadbridge, marketing controller, had decided early on that the packs needed

changing, but his problem was to convince his Board. "Durex is the single most important brand in LRC and no-one is going to be allowed to mess around with this product."

John's brief from Mike was to design packs with a contemporary look without losing the theme of the old packs. At the same time he had to highlight the merits of the individual products without losing the corporate image.

'Family' planning

For the "Fun" brands John came up with an array of parachutes, rainbows and dapper chaps, and for the regular lines, subtle colours and romantic scenes featuring a couple strolling along a secluded beach.

"You know what you're looking for in design, it's just a long hard slog to get the end product. You get a gut feeling when it's right."

Packaging for the regular lines took 18 months to develop; the fun brands were faster because by then the formula had been established. "In design you have to think ahead and remember there could be follow-on lines. Fiesta was easy — if you start thinking about colours coming together the

obvious solution is a rainbow".

Super ribbed was tricky. Short on ideas, John went on holiday and found his answer watching paragliding. "The chute is ideal for getting over the ribbed message and at the same time conveys both an element of excitement and a 'macho' image".

"Our new line, Elite, was a different kettle of fish in that we were looking for a premium price image", says Broadbridge. "It's a step away from the other packs but we think yacht graphics are the right approach for what is a prestige product".

Moving mountains

A mountain graphic to convey the "top-of-the-range" idea had also been considered but was shelved because it portrayed a somewhat cold image.

To date the designs are working well. With research which showed the new designs as beating the old on recognisability — even before they were available — Broadbridge was able to sell the idea to the LRC Board. As to how long the "new-look" will last, he says "You don't change winners; it will be there till research shows it's no longer topical."

Pack design can also play an important part in influencing the overall marketing approach. For Glints the design made the company take a second look at its advertising campaign.

Says Heather Auton, group marketing manager: "John's packaging helped sort out the advertising ideas we were toying with. When we saw it we started looking for something stronger."

She agrees with Bonner that design is not cheap but argues it's a necessary investment. "It is expensive, but to do it on the cheap is a false economy. With Glints we needed strength at POS because we are appealing to an impulse purchase market."

While the name and the box shape had already been decided, John's brief was to get the graphics right. He came up with the "cocktail-set" image taking his cue from the positioning of the product as a hair cosmetic; "It's important to think in selling terms. There's no point in doing design for design's sake."

When working on a project John works to size right from the start. "You can draw it big but it loses a lot when brought down to size. Each piece of artwork must be nursed in its own right". Anything up to 24 ideas can be started and shelved by John's team before two or three ideas — "which show the different ways of going rather than different designs" — are shown to the client. It is their final decision that determines what hits your shelves.

So whether it's sheaths or shampoo, batteries or Benlyin, spare a thought for the designer. His work could make the decision for your customers.

Hobby horses

It is pleasant for Council to be congratulated by Mr Bazire and Dr Hudson on the speed with which it acted regarding the quantities on labels. I can assure them that we in general practice do not regard it as another petty requirement — I instituted it immediately after the annual meeting — although one does wish that an equal velocity could be observed with other democratically carried motions, such as taking the gags off candidates.

There are, however, those of us who are not completely convinced that quantity labelling does not introduce as many dangers as advantages. True, a casualty officer should be given a rough idea as to how many tablets the comatose patient may have swallowed but we know only too well that it does not always work out that way. What happens when Mrs Jones has transferred 50 sodium amylal capsules into her favourite bottle with a three week old date on the label?

I know the preamble tells us that "it is known that patients may add to or take away from the number of tablets in a container." This must be the understatement of the century. One instance alone will suffice. This was the most horrifying case I have ever experienced. An elderly patient died and his daughter brought in his surplus medicines for destruction. Among them was an original Angiers junior aspirin bottle complete with label with a small piece of stamp paper superimposed "Dad's pain tablets" — the contents were nearly 100 x 50mg pethidine tablets.

Nevertheless we all, I am sure, will adopt numbers on labels but might I suggest that every community pharmacist should at the same time adopt the excellent practice followed by a great number of hospital pharmacy departments, namely

printing in tiny type in the corner next to the NP the words "contained when issued."

And while I am on the subject, may I crave a little extra space to promote another of my favourite "hobby horses" — manufacturers original packs or cartons. I cannot support the present trend to encourage this practice unless and until pressure is brought to manufacturers not to include dosages on POM's.

What is the point of labelling Distalgic with the prescribers instructions "One to be taken three times a day" or "One at bedtime" if we dispense them in a manufacturer's carton which says quite clearly "Two may be taken four times a day unless otherwise prescribed by your doctor"? You and I know that a great percentage of patients will ignore the prescriber's instructions and take eight a day. In every case where the printed dose contravenes the prescriber's directions then I am sure our medical friends will agree that we are infringing the Medicines Act which states clearly "such directions as the prescriber (not the manufacturer) may require". And finally, when a substance is prescribed by its generic name I feel we should be very careful of issuing under a proprietary name — after all if the prescriber orders chlorambucil it is highly probable that he specifically wishes that the patient does not see the title "Leukeran."

Edwin C. Evans,
Upminster.

Imported "cream"

It must appear obvious that Peter Dodd and his Unichem board have already started overtures regarding importing of parallel imported drugs (C&D, July 21).

Direct discounts to pharmacists from

the manufacturer have more than the one benefit to the pharmacist. They re-establish the contact with those particular companies that has gradually been eroded in the last five years or so by the wholesaler "taking over". It gives the pharmacist, therefore, display material and sales aids, as an example, that would not come his way without the direct account.

What Mr Dodd has in mind about the Government lowering reimbursement to pharmacists using PI products I do not know. This could never happen, and Mr Dodd (as it is one of his provisions) must know this full well. I cannot imagine one pharmacist honest enough to declare to the Government that he is handling PI products — this would defeat the whole object. The pharmacist handling PI products is doing so to deceive the Government in an attempt to make a higher profit. Lastly I can not imagine that Mr Dodd is going to sit back on what he described as "giving the contractor incentives for volume", especially if that volume declines even by 1p.

If Unichem, and therefore possibly other major wholesalers, attempt to import they will be putting another nail in the pharmacist's coffin. The Government could then quite rightly assume that all pharmacists are handling PI products and reduce our Drug Tariff prices — and down comes our income immediately.

Tactical importation of "cream" products is to be deplored — as is parallel importing..

C.P. Caplan
Yeadon, Leeds

Unit's quantity	No. of days treatment N.B. Ensure dose is stated	NP	Price Offic. use 4
<p><i>It chaps the Rondage</i></p> <p><i>Starting from scratch?</i></p>			

For
your Diary

THE RETAIL CHEMISTS EXHIBITION

CHEMEX'84

Now at

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Tighter tax control on self-employed?

The Inland Revenue should have the power to enter the premises of the self-employed to check their tax returns against business records, the all-party Commons Public Accounts Committee has recommended.

The PAC recognises that random investigations could cause serious resentment among law-abiding taxpayers, but says the absence of such powers impedes the Revenue's efforts to combat tax evasion.

"We are particularly concerned that those Schedule D taxpayers who are not law-abiding can eliminate the risk of investigation simply by constructing their returns and accounts so as not to exhibit inconsistencies" says PAC in a report, published last week, after questioning officials from the Revenue and Customs & Excise.

The PAC therefore supports the recommendation made last year by a Government-appointed committee chaired by Lord Keith of Kinkel that the Revenue should be empowered generally

to check Schedule D returns against business records.

But the Committee disagrees with a Keith Committee recommendation that half the basic rate of tax should be deducted at source from payments made to casual workers outside the Pay As You Earn system. Such a scheme was thought to be too costly.

Instead the PAC proposes that the tax affairs of casual workers could be checked using National Insurance numbers, possibly in 1987 when PAYE computerisation should make the physical problem more manageable.

The PAC also opposes a Keith Committee suggestion that a fixed penalty should be imposed on employers who delayed remitting PAYE payments because this would penalise small employers.

But the PAC strongly supports the proposal that default interest be charged on all VAT understated, with tax-gauged civil penalties for gross negligence. "34th report from the Committee of Public Accounts, 1983-4. Enforcement Powers of the Revenue Department: the Keith Committee." Cmnd 430, (HMSO £4.15).

New 10p on the way soon?

The Royal Mint is discussing plans to develop Britain's coinage — in particular, replacement of the 10p coin with one similar to the old sixpence.

In spite of criticism inside and outside parliament, the £1 coin is here to stay, says the Mint in its annual report. Consultation with retailers, it says, indicates the public's attitude to the coin is "fairly neutral."

The University of Nottingham has been commissioned to conduct research to establish public reaction — especially from the blind — to new coins.

Dr Jeremy Gerhard, deputy master of

the Mint says, however: "With over 200 different coin specifications circulating within Europe and North America alone, the scope for changing the specifications of existing coins is very limited."

Making a new 10p coin resemble the old sixpence, would, The Royal Mint believes, be a popular choice — given past attitudes — and help reduce the weight of coins in people's pockets.

Other changes may include a new brass 5p coin — possibly taking the shape of the old 3d. If the 5p and 10p are replaced it is likely the 50p coin will be swapped for one half the weight. If the 20p and £1 coins become more widely used, the 50p may drop out of circulation altogether.

The Mint keeps coinage structure under constant review.



Adam Butler MP, Minister of State for Northern Ireland, cut the tape to officially open Unichem's Hinkley depot last week. Managing director Peter Dodd assisted in the ceremony, while branch manager Duncan Smeaton looked on. Mr Butler also took the opportunity to tour the depot

Consumers mourn for Greenfield

The National Consumer Council have voiced their disappointment at the Government's failure to adopt generic prescribing — or actively promote Sunday trading.

"We thought the report would have been a useful step in making the market for prescribed drugs more competitive", says the council's annual report.

The NCC welcome the Government's proposals to allow opticians to advertise and to allow people to buy glasses from a wider range of outlets.

But they are concerned that people with eye defects "are unlikely to find their needs economically provided for if NHS lenses are no longer available".

Harris holds firm

Philip Harris Holdings — parent company to the Birmingham-based wholesalers — made pre-tax profits of £612,000 on sales of £24.8m in the year to March 31. This represents a 26 per cent profits improvement on turnover up 17 per cent. Sales of pharmaceuticals and surgical appliances accounted for £14.8m.

Ethyl Alcohol (S.V.R.)

Fermentation and synthetic qualities both available to British and all well known International Specifications and Pharmacopoeias.

James Burrough (F.A.D.) Ltd.

356 Kennington Road, London SE11 4LD Tel: 01-582 0232

Aarifa Software go to the wall

Aarifa Software Systems, who supply the Mediprint pharmacy labeller, have ceased trading. Customers, especially those on a maintenance contract, will be advised in the next few days, the company says.

Dragon Computers, whose micro

formed the basis of the system, are in the hands of the receiver, who can be contacted on 0656 744700. Servicing for Epson printers can be obtained through contacting Epson UK on 01-902 8892.

Those with the two-colour Mediprint printer will need to change to the Epson RX80, say Aarifa.

Information about the new program module and printer cable can be obtained from Futex Computers, Willington Road, Etwell, Derby. Only written requests will be dealt with say Aarifa, who are at the same address.

Spending still looking good

1983's surge in consumer spending cannot be expected to maintain pace over the next few years, but the outlook remains optimistic, says *Retail Business*.

Real spending increased by almost 4 per cent in 1983, while real incomes grew by only 1.5 per cent — after falling 0.5 per cent in 1982. *Retail Business* says this is because the savings ratio has fallen in response to a lower rate of inflation.

The savings ratio was at 12.5 per cent at the start of 1983, but fell to only 8.5 per cent by the second half of 1983. The fall in

inflation may have come to an end, but "the recovery in real incomes is now well-established, and this will take-over as an expansionary influence on consumer demand."

Peak years for spending are likely to be 1985 and 1986, as growth picks up with a boost from the Budget — expected to be 2p off the standard rate of income tax.

Looking at the country on a regional basis, *Retail Business* says a line drawn from the Wash to the Bristol Channel would, in broad terms, divides the country's spending prospects, with greater optimism in the South. *Retail Business* No 318, available on subscription from *Economist Intelligence Unit*, Spencer House, 27 St James's Place, London SW1A 1NT.

Specs law will favour big boys

Government moves to increase competition in the supply of spectacles will increase overall spending, but may benefit large companies at the cost of independent opticians.

ICC's latest Business Ratios report divides the optical industry into four sectors: manufacturing opticians, contact lens makers, optical practitioners and wholesaler/importers.

Of these, optical practitioners show the best overall performance, leading the field in both sales growth and profit margins. The industry as a whole showed sales growth of 12.5 per cent and an average profit margin of 7.5 per cent in 1982-83.

Opticians had sales growth of 18.4 per cent and a profit margin of 13.4 per cent. Their return on capital was also well above average at 40.4 per cent, and their credit period far the best at 43 days.

"While it is true that optical practitioners as a sector achieved the

highest results, the leading individual company performances are found with manufacturing opticians" say ICC. "The five companies with the highest profit margins in 1982-83 were all manufacturing opticians."

Turning to the future, ICC say the growing strength of the industry has been in precision instruments, sales of which recently overtook those of spectacles and unmounted lenses. "The trend for both is, however, strongly upward" they add. "The *Optical Industry* — 5th edition," (£121), ICC Business Ratios, 28 Banner Street, London EC1Y 8QE.

Doubling up

Bristol-Myers are combining their retail and Pharmicare sales forces in a bid to cover more outlets. There will be no redundancies, the company says.

A spokesman told *C&D* that because some brands in the Pharmicare range were doing so well it was felt more people were needed to sell them. "The amalgamated sales force will now have over 50 representatives rather than 17. We found we needed to call more often."

Garages to sell chemists' goods

Chemist merchandise may soon be on sale, along with frozen food, fruit and vegetables in as many as 80 petrol stations following the success of a pilot scheme.

A BP experiment at two stations in Leicester has been so successful that they plan to set up 70 "corner shops" over the next three years.

The shops called Food Plus will stock items such as shampoo, toothpaste and aspirin. "Ranges will be very limited and prices will follow the slightly higher corner shop charges" say BP. The main advantage should be the garages' late opening hours — 7am to 11pm.

Following suit is Ultramar Oil in co-operation with the Spar Chain. By the end of the year they plan to have eight shops in operation, with more to come.

BRIEFS

Beecham — whose shares recently soared in response to rumours of an American bidder — have received US approval for Augmentin after eight months of consideration by the Food and Drug Administration.

Redundancy rebate procedures have been simplified by the Department of Employment. Employers making workers redundant after October 1 will no longer be required to give in advance details of rebate claims for redundancy payments. Details must now reach the DoE within six months of payments being made.

EVENTS

Advance information

St Christopher's Hospital, 51 Lawrie Park Road, Sydenham, London SE26 6DZ, on September 28, at 10am. One-day symposium on "Update in symptom control in terminal illness." Topics include "Drug interactions", "Prescribing analgesics" and "Looking at pain." Cost £20. For details send stamped addressed envelope to Miss D.H. Summers, deputy director of studies, at above address.

British Institute for Regulatory Affairs, Zoological Society of London, Regents Park, London NW1, on October 3, at 9.45am. One-day meeting on "Export territories registration review." Price (including VAT): members £55.20 non-members £63.25. Application form and full programme from Mr I. Inman, Wyeth Research (UK), Huntercombe Lane South, Taplow, Maidenhead, Berks (tel 06286 63035).

The Parenteral Society's meeting on "Parenterals in the 1990's" in Slough, Berks, is to be held November 5-7 and not as stated in *C&D* July 28, p190.

Chemist & Druggist 11 August 1984

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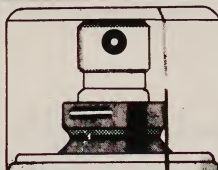
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Jim Finnie's unique 50 years

Jim Finnie (centre), who has just retired as a credit controller for Vestric, can claim a unique record with the company. His 50 years of service has taken in virtually every post within the branch structure.

Mr Finnie started as a message boy with William Patterson & Sons — later to become part of Vestric — in 1934.

By 1939 he had already been involved in warehouse operations, manufacturing, and the costing of orders. Already a member of the territorial army's Royal Army Medical Corps, he was called up for active service that year.

He was captured in St Valery, France, in 1940, and spent three and a half years as a prisoner of war. During this time he became severely ill with bowel obstruction, and his weight fell to just seven stones. He was freed in the war's first exchange of prisoners — in Sweden in 1943 — and went on to become a medical orderly in the RAMC's Scottish Command.

Mr Finnie returned to Pattersons after the war, where he became involved in galenicals manufacture. He then moved on

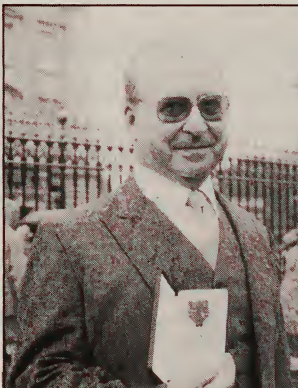


Sharing the limelight here with Mr Finnie are Vestric managing director Peter Worling, FPS, chairman Ted Farmer and other colleagues.

to spend six years as a rep, before being promoted to warehouse manager and later assistant branch manager in Edinburgh. He was also branch manager in Glasgow.

For the past year he has been doing credit control work for Vestric.

Outside business hours, Mr Finnie has spent ten years as a Beadle (a church officer) in Aberdeen, and remains an elder in the Church of Scotland. Married with two daughters, a grandson and two grand-daughters, he is keen on bowls and DIY.



What drought? The heavens opened the moment two pharmacists left Buckingham Palace last week after their investiture. Mr Henry Burlinson, FPS, pictured with his wife Mildred, was made an OBE in the New Year Honours list. He is non-executive technical director, Thomas Kerfoot and Co. Mr William Beanland, FPS, superintendent pharmacist, Rawtenstall Health Centre, Lancs, was made MBE in the Birthday Honours list. He has been active in pharmacy politics for over 20 years and served on the Society's Council from 1965-74. Accompanying him to the Palace were his wife Edith, son David and daughter Mrs Lesley Tann

Advice from A. Warlock

Dr Arnold Worlock has resigned from his position as group managing director of the Wellcome Foundation and chairman of Wellcome Diagnostics.

He will take up his new appointment as corporate finance advisor for the health care sector with investment advisors Prudential Bache on September 1.

Dr Worlock's work at Wellcome included membership of the International Federation of Pharmaceutical Manufacturers Association's task force on international agencies. He was on the Association of British Pharmaceutical Industry's international committee.

Fisons plc: John Eyre has joined Fisons as director of public relations. He joins from Arthur Guinness & Sons.

Menley and James Laboratories Ltd: Philip Rawling has been appointed manager of consumer products. He was formerly marketing development manager of the company — a subsidiary of Smith Kline and French Laboratories.

Bowater Scott Corporation Ltd: David Foster has been promoted to general marketing manager responsible for paper products. Ian Perry is appointed product group manager for facials and towels. Senior product manager on Andrex is now Stephen Cahill and Glyn Harper becomes brand manager of Petal.

David Morgan, MPS, (left) has won Boots' 1984 UK clinical pharmacy award — presented in conjunction with the UKCPA. The award is the first in a three year programme which aims to encourage multi-disciplinary projects in clinical pharmacy. In addition to his certificate, Mr Morgan will receive £3,000 — half for research and half for implementation. He will use the money to enable him to investigate and set up an improved patient service for the treatment of leg ulcers. The presentation was made by Bernard Silverman (right), Boots director of professional services, at the company's head office in Nottingham. Looking on is UKCPA member Mike Cullen, DPhO at Derbyshire Royal Infirmary.



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